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The Maryland Pharmacist

PRACTICAL
PROGRESSIVE
PROFESSIONAL

Volume XXXIII **OCTOBER, 1957** ~~**Number 1**~~

PROCEEDINGS NUMBER 1957

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Index To Contents -- Page 206

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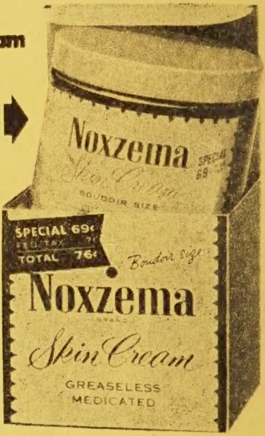
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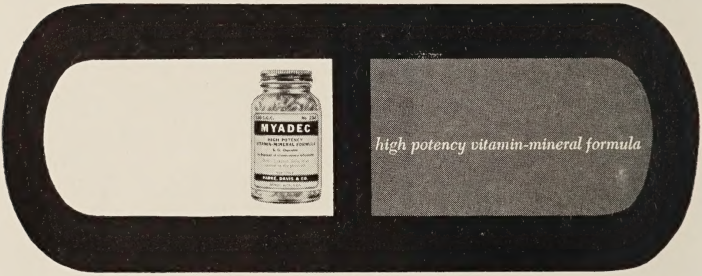

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The Maryland Pharmacist

PUBLISHED MONTHLY BY THE
MARYLAND PHARMACEUTICAL ASSOCIATION

JOSEPH COHEN, Editor

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Volume XXXIII **OCTOBER, 1957** **Number 1**

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GEORGE M. SCHMIDT, President

Maryland Pharmaceutical Association

FOREWORD

The Proceedings Number of the Maryland Pharmacist, official publication of the Maryland Pharmaceutical Association, is actually an annual report of the activities of the Association. It is a compilation of facts and data reflecting the deliberations and labors of the officers and committees of the Maryland Pharmaceutical Association, its auxiliaries and affiliate organizations. It represents thousands of man-hours devoted by these conscientious workers on behalf of Pharmacy, in our State and elsewhere. It should be borne in mind time and effort were contributed unselfishly by these people without monetary compensation. The period covered is from Convention-time 1956 to Convention-time 1957.

In this Journal you will find the complete agenda of the 1957 Convention. Each and every committee report was rendered by either the chairman, or a member of the Committee and shows the work accomplished by these Committees for the rank-and-file pharmacists of Maryland.

The theme of the Convention was the celebration of the 75th Diamond Jubilee Anniversary of the Maryland Pharmaceutical Association. The program commemorating the occasion is reprinted in this Proceedings Issue of the Journal verbatim. We call your particular attention to the Diamond Jubilee Historical Presentation.

Both the Secretary's and Treasurer's report will give you a working and financial picture of the operation of the Association.

A report of the Maryland Board of Pharmacy is recorded giving data as to the activities of the Board.

The section on resolutions is important and merits the attention of all pharmacists.

You will find in this issue a complete list of every pharmacist and assistant pharmacist registered in the State of Maryland; a list of the active, affiliate and associate dues paid members of the Association; and a list of the Traveler's Auxiliary as well as the firms they represent. These lists are invaluable as a handy reference.

Because of both information and reference value, sections pertaining to the handling of Veterans Prescriptions and the filling of oral narcotic prescriptions, under the amended Harrison Narcotic Act, have been included again this year.

Other sections give complete information on the organization of the Association and its aims. Your Editor sincerely hopes you will derive some benefit from this Proceedings Issue and keep it in your pharmaceutical library for further reference.

Joseph Cohen
Editor

. . . Proceedings . . .

of the

Seventy-Fifth Diamond Jubilee Meeting

of the

Maryland Pharmaceutical Association

Held at

GALEN HALL

Wernersville, Pennsylvania

JUNE 24, 25, 26, 27, 1957

FIRST SESSION

Monday, June 24, 1957

The first session of the Seventy-fifth Annual Convention of the Maryland Pharmaceutical Association was called to order at 2:30 P.M. by President Frank J. Macek, in the Hunt Room, Galen Hall, Wernersville, Pennsylvania.

President Macek in opening the Convention said, "I am happy to greet you and welcome you to the 75th Diamond Jubilee Convention of the Maryland Pharmaceutical Association." He spoke of the extensive preparations that had been made to commemorate the historical occasion. He paid special tribute to the Convention Committee under Chairman Norman J. Levin and to Secretary Joseph Cohen for their efforts.

President Macek further stated,

"Our 1957 convention, held again at the pleasure-packed resort of Galen Hall, will commemorate the 75th anniversary of the founding of the Maryland Pharmaceutical Association. It was away back in the legendary year of 1882 that a band of far-sighted men brought the association to being.

I say "legendary" because the conditions in pharmacy today, 75 years later, have so little in common with those existing when the association was first established. Medicine, pharmacy, no less than national and world affairs, conform to vastly different patterns.

The whole of everything has undergone revolutionary changes, changes which have been violent, dangerous, helpful and beneficial. Throughout our economic existence, industrial development, population shifts, social advance, political and governmental outlook, the old order, has given way to a more dynamic, a more compensating outlook.

No where is this more dramatically evident than in our own profession. The so-called "good old days of pharmaceutical dexterity" are on the wane. The polyglot prescription, hit-or-miss prescribing, and empirical medicine fortunately are about gone.

Therapeutic research, superb laboratory facilities, progressive pharmaceutical education, dramatic conquest over disease, an expanding field of medical care, a public alert to health progress, are the order of the day in the medical care professions of which ours is an important part.

Which is merely another way of saying that the good old days, in the truest sense, are now gone. Anyone familiar with vital health statistics, knows this to be true. Health, in all respects, is forcefully on the march.

Our Galen Hall Program will examine the past, look at the future, and give us a steady look at where pharmacy is, where it is heading, and our stake both in the record and the road ahead!"

Mr. Daniel Burack, Manager of Galen Hall, extended greetings and welcome on behalf of Galen Hall. He expressed his pleasure in that the Association had chosen Galen Hall for a repeat Convention and especially for our 75th Anniversary. He promised every effort would be made to assure our ultimate comfort and pleasure.

President Macek responded to Mr. Burack's warm welcome and remarks.

The following organizations were recognized and their president's were called on to bring greetings to the Convention:

1. Baltimore Retail Druggists' Association, Victor H. Morgenroth, Jr., President.
2. Prince Georges-Montgomery County Pharmaceutical Association, James A. I. Parker, President.
3. Alumni Association, School of Pharmacy, University of Maryland, H. Nelson Warfield, President
4. Travelers Auxiliary, Maryland Pharmaceutical Association, Laurance A. Rorapaugh, President.
5. Ladies Auxiliary, Maryland Pharmaceutical Association, Mrs. H. Nelson Warfield, President.

It was noted that Stephen J. Provenza, President Baltimore Branch of the American Pharmaceutical Association was absent from the Convention due to the illness of Mrs. Provenza. The Convention went on record wishing Mrs. Provenza a speedy and complete recovery.

William A. Cooley brought greetings from the Allegany-Garrett Pharmaceutical Association, and First Vice President George M. Schmidt responded for the Eastern Shore Pharmaceutical Association.

Dr. and Mrs. Robert L. Swain and Dr. B. Olive Cole were greeted and welcomed by President Macek.

Communications were read from Governor McKeldin; Dr. Robert P. Fischelis, Secretary, American Pharmaceutical Association; and Dr. John W. Dargavel, Secretary, National Association of Retail

Druggists, extending greetings and best wishes for a successful Convention.

A congratulatory letter was read from Walter D. Adams, a past president of the American Pharmaceutical Association, in which he reminisced that twenty-five years ago he had presented a gavel at our Convention commemorating the Golden Anniversary of the Maryland Pharmaceutical Association.

A letter was read asking the support of Maryland pharmacists for the Fourth Pan-American Congress of Pharmacy and Biochemistry to be held in Washington, D. C., November 3-9, 1957.

At this point the President called for Committee Reports. President Macek invited participation in the business of the Convention and encouraged discussion at the conclusion of each report.

The reports were as follows:

SOCIAL COMMITTEE

Norman J. Levin, Chairman

The primary function of the Social Committee is in conducting the Convention of the Association. In fact, it is not called on to perform any other functions during the course of the year and could just as well be referred to as the Convention Committee.

The fact that Galen Hall was selected as the site of our 75th Anniversary Convention made our job that much easier as we were familiar with the facilities and services of Galen Hall through the experience of last year's Convention. Because of this, we were able to devote more time to the Convention program; the Souvenir Program; and fund raising.

The management and staff of Galen Hall have been most cooperative in arranging what, we think, will be an outstanding and memorable Convention. I can not go into detail as many of the features of this Convention have been planned as surprises. The Committee sincerely hopes you will enjoy yourselves while you are here and depart with fond memories.

As last year, we will have morning sessions only. The speaking program has been limited so that the 75th Anniversary theme may be accentuated. The highlight of the Convention is the Diamond Jubilee Historical Presentation, which will take place on Wednesday morning. I urge all at the Convention, including the ladies, to be present for this event on our program. It will be worthwhile.

I want to thank TAMPA, LAMPA and the members of the Committee who contributed their efforts to the success of this Convention. I hesitate to mention names, but I feel that it is in order to single out Secretary Joseph Cohen as having done a tremendous job in planning this Convention. As the Convention progresses you will have a better insight as to the work involved. As Chairman, I am grateful for the confidence placed in me by President Macek. I hope that I have not let any of you down.

REPORT OF THE TREASURER

John F. Wannenwetsch

Mr. President, Ladies and Gentlemen:

The Association engaged the services of Robert W. Black, Certified Public Accountant, to make an audit of the accounts of the Association. The audit, which speaks for itself, follows:

June Eighteenth
Nineteen Hundred Fifty Seven

Maryland Pharmaceutical Association
650 W. Lombard Street
Baltimore 1, Maryland

Gentlemen:

We have made an examination of the books and records of the Maryland Pharmaceutical Association for the fiscal year ended May 31, 1957, and submit herewith, the following exhibits:

EXHIBIT A—Statement of Cash Receipts and Disbursements—Maryland Pharmaceutcial Association

EXHIBIT B—Statement of Cash Receipts and Disbursements—The Maryland Pharmacist

EXHIBIT C—Statement of Cash Receipts and Disbursements—Veteran's Administration

The above exhibits cover the fiscal year from June 1, 1956 to May 31, 1957.

The cash assets of the Association consist of the following as of May 31, 1957.

General Association Account	$19,446.45
The Maryland Pharmacist	3,195.59
Veteran's Administration	309.57
Savings Account—Union Trust Company	3,836.65
Savings Account Scholarship Fund—Savings Bank of Baltimore	380.51
Savings Account Kelly Memorial Building Fund—Savings Bank of Baltimore	4,406.63
TOTAL CASH ASSETS	$31,575.40

These balances were confirmed by direct correspondence with the depositories. The Association also owns Series J Government Bonds purchased in 1955 at a cost of $6,840.00. These bonds will have a maturity value of $9,500.00 in 1967. We examined these bonds during the course of our examination at your safe deposit box.

The checking account of the Kelly Memorial Fund was closed during the year under review, and the balance of $3,552.63 was transferred to the Savings Account at the Savings Bank of Baltimore; this amount is included in the savings account balance of $4,406.63 above.

During the past five years, the Assosciation has purchased furniture, fixtures and equipment at a cost of $8,717.13, which has been paid for out of the General Association account.

It was noted during our examination that the Association has one checking account requiring only one signature; the checks of which are being signed in advance. We recommend that this practice be discontinued, since in the event of a robbery or of the checks being lost, the signed checks then could be cashed, to the Association's loss.

In making the audit of the books and records of the Association, we examined cancelled checks, bank statements, payroll records, dues records and paid invoices, to the extent we deemed necessary.

Respectfully submitted,

ROBERT W. BLACK
CERTIFIED PUBLIC ACCOUNTANT

June Eighteenth
Nineteen Hundred Fifty-seven

Maryland Pharmaceutical Association
650 W. Lombard Street
Baltimore 1, Maryland

We have examined the Statements of Cash Receipts and Disbursements of the Maryland Pharmaceutical Association, for the fiscal year ended May 31, 1957, (General Fund, The Maryland Pharmacist and The Veteran's Administration). Our examination was made in accordance with generally accepted auditing standards, and accordingly included such test of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinon, the accompanying Statements of Cash Receipts and Disbursements fairly present the financial position of the Maryland Pharmaceutical Association at May 31, 1957, (same funds as above) and the result of its operations for the year then ended, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

ROBERT W. BLACK
CERTIFIED PUBLIC ACCOUNTANT

EXHIBIT A

MARYLAND PHARMACEUTICAL ASSOCIATION
STATEMENT of CASH RECEIPTS and DISBURSEMENTS
for the year ending MAY 31, 1957

Cash Balance—June 1, 1956		12,739.40
Receipts		
Dues	12,870.00	
Baltimore Retail Druggists Association	5,500.00	
Maryland Pharmacists	3,000.00	
Veteran's Administration	1,000.00	
Convention (net)	4,063.71	
Scholarship Fund	319.00	
Regional Meetings (net)	152.76	
Interest	44.00	
TOTAL RECEIPTS		26,949.47
		39,688.87
Disbursements		
Office Expense (net)	1,884.88	
Salaries	12,569.12	
Pension	1,417.92	
Light, Power, Water, Maintenance (net)	831.11	
Taxes	222.71	
Professional Relations (net)	223.93	
Scholarships	858.25	
Printing	172.40	
Legal	500.00	
Advertising	25.00	
Insurance	279.86	
Legislative	403.24	
Kelly Memorial Building Fund	854.00	
TOTAL DISBURSEMENTS		20,242.42
Cash Balance—May 31, 1957		19,446.45

EXHIBIT B

THE MARYLAND PHARMACIST
STATEMENT of CASH RECEIPTS and DISBURSEMENTS
for the year ended MAY 31, 1957

Cash Balance—June 1, 1956	2,958.06
Receipts	
Advertising	11,149.13
	14,107.19

Disbursements		
D. Stuart Webb, Incorporated—Printing	7,658.00	
Robert L. Swain, Jr.—Cartoons	240.00	
Joseph Ruzicka—Bookbinding	13.60	
Maryland Pharmaceutical Association	3,000.00	
TOTAL DISBURSEMENTS		10,911.60
Cash Balance—May 31, 1957		3,195.59

EXHIBIT C

VETERAN'S ADMINISTRATION
STATEMENT of CASH RECEIPTS and DISBURSEMENTS
for the year ended MAY 31, 1957

Cash Balance—Junt 1, 1956		733.92
Receipts		
Veteran's Administration		6,311.22
		7,045.14
Disbursements		
Cost of Prescriptions	5,737.57	
Maryland Pharmaceutical Association	1,000.00	
TOTAL DISBURSEMENTS		6,735.57
Cash Balance—May 31, 1957		309.57

REPORT OF FINANCE COMMITTEE

This was the first year that a Finance Committee has functioned as such; its primary concern has been the establishment and balancing of a sound budget for the Association.

Your Committee met with a comparable group from the Baltimore Retail Druggists' Association, since it is this group that donates so freely of its time and money for the proper functioning of our State Association. The following conclusions were reached, and they in turn were approved by your Executive Committee. There has been some slight modifications in figures so that this report may be realistic as of today.

A. Anticipated Income

1. Dues	$11,644.00	—Predicated on approximately 428 active members @ $23.00 and 180 associate members @ $5.
2. Convention	4,000.00	

3. Md. Pharmacist	2,500.00	—A slight decrease from last year due to increased costs
4. Balto. Retail Drug. Assn.	5,500.00	
5. Miscellaneous	56.00	—Dividends and sundry incomes
TOTAL	$23,700.00	

B. Disbursements

1. Office Expense	$ 2,011.77	—Same as 1956
2. Salaries	16,000.00	—Approximately $4,000.00 increase, allowing $500.00 to Executive Secretary and balance for office salary increases and an assistant for the Executive Secretary.
3. Pension	1,417.92	—Same as 1956
4. Light, Power & Maint.	867.16	—Same as 1956
5. Taxes	173.55	—Same as 1956
6. Insurance	390.99	—Same as 1956
7. Advertising	25.00	—Same as 1956
8. Kelly Building	1,000.00	—$1,000.00 less that 1956 because $2.00 of active members dues are allocated for that purpose.
9. Legal	500.00	—Same as 1956
10. Miscellaneous	1,313.61	—Incidental expenses such as Prof. Relations, Scholarships, Dental Formulary, etc., which were paid in 1956.

C. Final Recommendations

1. Of the $5,500.00 appropriation from the B.R.D.A., $1,000.00 is to be placed directly into the Building Fund, and the $4,500.00 balance into General Funds.

2. All Scholarship Funds to be placed in separate account, including any that are in general account that had been ear-marked for Scholarships.

3. Kelly Memorial Fund of $5664.70 to be placed in savings account after current expenses are paid, so as to accumulate interest. This same procedure to be done yearly after each annual financial report.

4. Auditor to be secured at this time for annual audit of books so that bookkeeping can be set up in proper form for the Annual Audit. Approximate cost is $150.00

D. Conclusion:

It is the feeling of this Committee that any deviation from this budget, either profit or loss, be carried over into next year as a starting point for establishing the budget for next year. This will give us a reasonable basis for any request we make of the B.R.D.A. for financial stabilization. This should be particularly noticeable this year since the money allocated for an assistant for our Secretary has not to this time been touched.

Respectfully submitted

The Finance Committee
Gordon A. Mouat, Chairman
Simon Solomon
H. A. B. Dunning
John F. Wannenwetsch
Hyman Davidov

REPORT OF THE EXECUTIVE SECRETARY

Joseph Cohen

Mr. President:

I am honored to be Secretary of the Maryland Pharmaceutical Association upon the occasion of its 75th Diamond Jubilee Anniversary.

I am grateful to Almighty God for giving me life during this marvelous era. I am grateful to Him also for giving me a loving and happy family. I am grateful to Him for the opportunities and wonderful friends and associates he has bestowed upon me.

We have come a long way in 75 years. We should all be grateful to the founders of the Maryland Pharmaceutical Association for their foresight in organizing the Association on such a sound foundation of thought and principle. There has been very little change in this respect over the years. I shall not attempt to review the history of the Maryland Pharmaceutical Association. That will be ably presented as a special feature of the Convention on Wednesday.

I thing it is appropos to touch on the office of Secretary as it was reported 25 years ago on the occasion of the 50th Golden Anniversary Convention of the Maryland Pharmaceutical Association held at the Atlantic Hotel, Ocean City, Maryland, June 21, 22, 23, 24, 1932. Dr. L. M. Kantner was President and Dr. E. F. Kelly was Secretary at the time.

Dr. Kelly stated: "As you know, practically all of the work finally found its way into the reports of the various committees, the Executive Committee, the Treasurer and others, so it would be only repetitious for me to bring to your attention the many items of business and other matters that have had the attention of the Secretary's office." I repeat Dr. Kelly's statement verbatim because the same condition holds good today as the reports you are about to hear unfold the activity of the Maryland Pharmaceutical Association.

However, professional and economic matters dealing with pharmacy and its many facets require immediate action at times, it is necessary therefore on occasion, to represent the Association in an executive capacity in order to protect and enhance the best interests of the profession and your practice of it. I shall therefore, confine my report to this phase of the performance of any duties as your Secretary.

Since my last report to you the activity of the central office has increased tremendously. The work day, at the office, is from 8:30 A. M. until 6:00 P. M. with Saturday and Sunday work thrown in for good measure. Most of the days at the office are confined to telephone conversations, visits and meetings. On some days the telephone keeps me occupied an entire day. I am in constant contact with the School of Pharmacy and the Board of Pharmacy. Dean Foss and Dr. Balassone have been of invaluable assistance in the performance of my duties. Dr. Balassone has done an outstanding job in the short time he has been Secretary of the Board of Pharmacy and Chief, Division of Drug Control of the Maryland State Department of Health and I take this occasion to commend him for it. I receive many calls from our friends in the allied drug industry and from the lay public for information pertaining to the Association and to pharmacy generally.

I render this information not as a complaint of being overworked, but rather with pride, making you aware of the usefulness of the Maryland Pharmaceutical Association. In order that we may continue and expand this service, I have requested and have been granted the services of an assistant by the Executive Committee. Although I have not been successful in locating such an assistant I am in hopes of doing so. This will relieve me and my secretary of much detail and will also provide field service which has been neglected.

You have heard the Report of the Treasurer. The Treasurer's report reflects progress only because of the activity of the Association. Other reports will relate how this progress was accomplished. I would like to highlight briefly some of the important activities of the past year:

Meetings

The Maryland Pharmaceutical Association conducted three well attended and successful Regional Meetings. The Fall Meeting was held at the Peter Pan Inn, Urbana; the Winter Regional was held at the Indian Spring Golf and Country Club, Silver Spring and the Spring Regional was held at the Talbot Country Club, Easton.

President Macek and I spent two days in both Western Maryland and the Eastern Shore. We addressed meetings of the Allegany-Garrett Pharmaceutical Association and the Eastern Shore Pharmaceutical Association. We also attended the installation Dinner Meeting of the Prince-Georges Montgomery County Pharmaceutical Association.

Conventions

The Association was well represented at the Convention of the National Association of Retail Druggists in Cincinnati and the Convention of the American Pharmaceutical Association. I also appeared on the program of the recent Convention of the District of Columbia Pharmaceutical Association. At the American Pharmaceutical Association Convention held in New York, I served as alternate delegate for Charles S. Austin, Jr.

At the Conference of State Pharmaceutical Association Secretaries, which was held in conjunction with the American Pharmaceutical Association Convention, your Secretary was elected to the Executive Committee of that body.

Medical Care Programs

At the present time we are confronted with problems under three programs dealing with Medical Care. Two are on a national level and one is of a local nature dealing with Baltimore City and the counties of Maryland as two separate entities.

The Veteran's Administration has gradually funnelled more and more prescriptions that were formerly filled under the Hometown program, into their own district dispensaries. Your Secretary protested this procedure and after a conference with the head of the VA's prescription service out of Washington, and the Baltimore Regional Office, we were able to double the dollar volume of VA prescriptions being handled through private pharmacies. Although this increase brings us back to our normal volume before economies were instituted, we are still far behind in volume as compared to other states. We shall continue our efforts to get more of these prescriptions filled by our pharmacies.

Medicare is our most recent problem. Under this program, the dependents of armed personnel are entitled to medical assistance. The joker of the program is, whereas it was set up as an inpatient program, thereby escaping the close scrutiny of both our national Associations, it has turned out that about 40% of the money spent under the program is being used for maternity and obstetrical care, which is in fact an outpatient phase of medical care. I was invited by Dr. Fischelis to sit in on a conference with representatives of the Surgeon General's office and other representatives of pharmacy. The evils of the present setup were presented to Major General Paul I. Robinson and his staff who are administering the program; such as: dispensing by physicians, expecting pharmacists to supply physicians with medication at cost or reduced prices, the buying of medical supplies by physicians direct from manufacturer and keeping the pharmacist waiting an undue length of time for payment for drugs. This matter was also taken up at the Secretaries Conference and the American Pharmaceutical Association Convention. I was responsible for a strongly worded Resolution that was introduced at the Secretaries meeting. So far nothing has happened. I urge this Convention to take definite action before this program gets out of hand. It is already by-passing pharmacy.

Close to home we have been active in our own Medical Care Program. We have gotten along very well with both the Baltimore City Health Department and the Maryland State Department of Health on their respective Medical Care Programs. However, we have come to realize that it is no longer feasible to fill and handle these prescriptions at the existant schedule of fees. A conference was held with representatives present of all concerned. It was fruitful. A committee was named, with Gordon A. Mouat as Chairman, to make a thorough cost study. As a result of several months arduous work, a report will be rendered on Thursday of this Convention of the findings. I do not know what the report will contain but I am sure the committee will come up with something concrete. Mr. Mouat, his committee and the officials of both the City and County Health groups deserve praise for their searching study.

Fair Trade

Fair Trade has given us concern in Maryland. Although not wide-spread, we have had enough trouble in the Silver Spring area to take up the full time of the Fair Trade Service Bureau, Mr. Simon Solomon, Chairman of the Fair Trade Committee and considerable time of the Maryland Pharmaceutical Association. I am not going into further detail because I am sure Mr. Solomon's report shall cover the subject completely. I only mention it in my report to let you know that Fair Trade has consumed much of the Association's time and effort.

Pharmacy Laws

Since the revision of the Constitution and By-Laws of the Association, it has been felt that the Pharmacy Laws of Maryland merit a thorough study. During the meetings of the Legislative Committee the subject was brought up time and again. As a result, a Pharmacy Law Committee was appointed to make a long range study to see if our Law is adequate, and if not, to recommend changes. This committee is already functioning under the Chairmanship of Gordon A. Mouat.

Recruitment Program

Under a joint program, the Maryland Pharmaceutical Association, Baltimore Retail Druggists' Association and Alumni Association have launched a recruitment program to encourage young people to study pharmacy at the School of Pharmacy of the University of Maryland. To encourage this program the Maryland Pharmaceutical Association has established a Scholarship Fund. This is a voluntary fund making scholarships available to students from the secondary schools of Maryland. One scholarship to the Freshman Class was awarded last year to a student from Reisterstown. This year through the generosity of Dr. H. A. B. Dunning, who has contributed $500.00 and John F. Wannenwetsch who contributed $100.00, the Association is in a position to award two Freshman Scholarships. Many others contributed smaller amounts accounting for close to $1000.00 in the Fund. You as individual pharmacists are urged to encourage meritorious students to study pharmacy and apply for aid if needed.

Membership

Our membership is larger than at any time in the history of the Association, but it only accounts for 62% of the pharmacies in

Maryland. Although the national average runs about 50% and we are above average, there is no reason that our membership is not higher. There are too many pharmacies that are accepting the services of the Association without paying their share of the freight. We must get to these people somehow and make them not only understand, but assume their responsibility.

In rendering this my fifth report to you, I wish to take this opportunity of expressing my sincere appreciation for your trust, your confidence and your cooperation.

REPORT OF THE EXECUTIVE COMMITTEE

Hyman Davidov, Chairman

The Executive Committee held seven meetings since the last Convention of the Association. Four meetings were held jointly with the Baltimore Retail Druggists' Association.

The meetings were well attended and business of importance was taken up at each meeting. Following is a brief resume of each meeting:

Galen Hall, June 28, 1956

This was the first meeting of the new Officers and Executive Committee held at the Convention. Mr. Balassone discussed practical experience requirements for Board of Pharmacy examination and licensure beginning with the graduating class of 1957. It was suggested that a committee be set up to make recommendations to the Board of Pharmacy. The insurance plans presented at the Convention were referred to the Insurance Committee for study.

The management of Galen Hall invited the Association to hold its 1957 Convention at Galen Hall.

Kelly Memorial Building, August 7, 1956

This was a joint meeting called to hear a report by the Insurance Committee. Catastrophic coverage was added on an optional basis to the plan carried by the American Health Insurance Corporation. Additional benefits were added at the existent rate. A full Convention report was rendered by Chairman Levin, and it was decided to hold the 1957 Convention at Galen Hall. The status of Fair Trade was reviewed by Mr. Solomon. Standing committees were appointed. President Macek appointed a committee to work with the Board of Pharmacy to devise a feasible four month practical experience program. The Committee was informed that the Legislature would convene in January, 1957.

Peter Pan Inn, October 18,1956

Secretary Cohen reported on the NARD Convention held in Cincinnati in September. A report of the Pharmacy Practical Experience Committee was given. The matter of decreased Veterans prescriptions was discussed and the secretary reported on his conference with VA officials. Pharmacist deferments was discussed, and a report was given on conference of Messrs. Balassone, Foss and Cohen with draft officials.

Kelly Memorial Building, January 3, 1957

President Macek reported on his successful trip to Western Maryland with Secretary Cohen. The Abbott vs Dart Fair Trade case was discussed. Mr. Solomon spoke on abandonment of Fair Trade by Eastman Kodak. It was decided to petition both the NARD and A. Ph. A. to take immediate action in favor of Fair Trade. Annual re-registration was thoroughly discussed. It was approved by the Executive Committee. Pharmacy Week results were announced. Dr. Foss reported that the Student Government had not decided on the status of the Students' Auxiliary of the M. Ph. A. The Finance Committee was requested to set up a Budget for 1957. The Committee was reminded that the new Constitution and By-Laws made provision for an audit of the Association accounts by a certified public accountant. President Macek was instructed to name a committee to make a long range study of the Pharmacy Laws.

Kelly Memorial Building, March 12, 1957

Report was given on repairs and improvements of the Kelly Memorial Building. Payment of the bill was approved. Mr. Block rendered a Legislative Memoranda on the activities of his committee and the Legislature. Replies were read from NARD and A. Ph. A. on Fair Trade correspondence. Mr. Solomon spoke about pending Fair Trade cases: Squibb vs. Dart and Lilly vs. Dart. Secretary Cohen reported on Students' Auxiliary. It was decided that the School of Pharmacy Committee make a thorough study of the Students' Auxiliary and report back to the Executive Committee. Mr. Mouat gave a report of the Finance Committee and a 1957 Budget was determined, making provision for a part-time assistant for Secretary Cohen. Mr. Mouat also gave a report on the study of Medical Care Prescriptions pricing. A contribution of $500.00 to the Scholarship Fund by Dr. Dunning was announced.

Kelly Memorial Building, April 23, 1957

This was a special meeting called to discuss the resignation of Robert H. Chatkin from the Board of Pharmacy. The reappointment of S. Earl Webster to the Board was announced. Mr. Ellis B. Myers came before the Executive Committee to discuss the Blue Law situation. Mr. Myers and Secretary Cohen were appointed to visit Chief Inspector Ford to clarify the Sunday sales ruling. Certified Public Accountants were discussed to represent the Association. The Boggs Bill referring to federal control of Barbiturates and Amphetamines was discussed. The Committee went on record opposing the Bill. A report was given by Secretary Cohen on the A. Ph. A. Convention in New York. Committee to study Pharmacy laws was appointed with Mr. Mouat as chairman.

Kelly Memorial Building, June 11, 1957

This was a joint session. The appointment of Arthur C. Harbaugh in place of Robert H. Chatkin was announced. Treasurer Wannenwetsch announced that the firm of Robert W. Black was retained to audit the accounts of the Association. A three day audit had been completed. It was reported that the 1957 Convention was a complete sellout. Mr. Mouat stated a report on Medical Care Prescriptions would be made at the Convention. Mr. Solomon informed the Committee that a recent court decision made it possible to ship fair traded merchandise from a non-fair trade area to a fair trade state at cut prices. It was announced that Lilly won its case against Dart. Blue Laws were again discussed. It was decided to send questionnaire on doubtful items to Baltimore City and Baltimore County pharmacies. A committee is to be named to study group life insurance for members of the Association.

This report is merely a thumb-nail report. The average meeting consumed from four to five hours. It would take too much time to give a detailed report at this Convention. If you are interested in examining the Minutes of the Executive Committee, you are welcome to visit the office of the Association and do so.

REPORT OF THE BUILDING COMMITTEE

By: John F. Wannenwetsch, Chairman

The Kelly Memorial Building Committee was created to look after the necessary day-to-day maintenance, repairs and improvements of the building.

The day-to-day maintenance is provided by a part time janitor who cleans the building and grounds three times a week for a total of fifteen hours.

Upkeep of the grounds are provided by the University of Maryland. At the present time the grounds are in poor shape due to the building program in progress by the University on ground adjoining the Kelly Memorial Building. At the completion of the new Pharmacy and Nursing Buildings, the University will recondition the grounds and restore it to its original condition.

Generally speaking, after a period of about 4½ years, we are glad to report the upkeep of the building has been very satisfactory.

From the very outset of occupancy of the building, the necessity of providing funds for eventual repairs and improvements was recognized. The Kelly Building Fund was established for that purpose. The Baltimore Retail Druggists' Association contributes $1,000.00 annually to the Fund. Two dollars of each active and affiliate dues collected is transferred to the Kelly Building Fund. The Fund is maintained in an account with the Savings Bank of Baltimore.

The amount deposited in the Fund has been reported in the Treasurer's Report.

On November 7, 1956, the Committee met at the Kelly Building to inspect the premises.

It was decided certain repairs and improvements be made.

1. Painting of interior and exterior.

2. Improvement of windows in the meeting room and lavatories.
3. Additional electrical service.

Office partitions and installation of display cases in the meeting room were deferred for the time being.

Bids were called for and considered. The contract was awarded to the Colwill Construction Company, the original contractor of the building, at a cost of $2,112.07. The work was completed satisfactorily.

The Committee feels that the Kelly Building has rendered a great service to pharmacy in our state. It is a pleasure to render this report.

REPORT OF THE PROFESSIONAL RELATIONS COMMITTEE

Stephen J. Provenza, Chairman

Mr. President, distinguished guests, fellow members of the Maryland Pharmaceutical Association and friends:

Last November our committee met with Dr. J. Sheldon Eastland, chairman of the Diabetes Committee of the Medical and Chirurgical Faculty of the State of Maryland to carry out the Diabetic Detection Drive. It was decided not to have a detection center as in the past years, but to distribute gratis the Drypak, a urine testing method designed by members of the St. Louis Clinical Diabetes Society. The pharmacists of the Baltimore area purchased 60,000 Drypaks and made their drug stores distributing centers, thereby participating in the most outstanding community health program of the year Seven thousand, six hundred and twenty-six Drypaks were returned and tested for sugar. Two hundred and sixty-eight gave definite positive reaction for sugar. The follow up and proof of whether or not diabetes was present was left to the private physician. In similar surveys conducted throughout the country, a return of twenty per cent of the distributed Drypaks is considered excellent. In our survey, the return was approximately twelve per cent.

For the future detection drives, more intensive distribution of Drypaks with better displays in our stores and windows and better indoctrination of our personnel as to the importance of detecting unknown diabetes, would greatly increase the success of this program. Pharmacists have an unusual opportunity to bring patients into their pharmacies and stress to them the public health aspect of the pharmacy.

In Prince Georges County 12,000 school children were screened for diabetes. Elsewhere through the state, detection work of some type was tried. Our association was commended by the Medical Society for our cooperation in making this work a success. During the campaign, considerable daily publicity through the media of newspapers, radio and television was given, instructing people to go to their favorite pharmacy for a Drypak.

There is every indication that we have successfully performed a community health service of which we can be justly proud. It cost our association nothing in dollars. It did cost you pharmacists a little, but the cost was very little when measured in terms of the education of the people of your community regarding the importance and prevalence of unrecognized diabetes.

On May 1st, 2nd and 3rd the Medical and Chirurgical Faculty of the State of Maryland held its Annual Convention in Baltimore in their headquarters building. We were again given space in which an exhibition was created. This year we featured the amended Harrison Narcotic Act and how it is possible for physicians and other practitioners to prescribe certain narcotic drugs over the telephone or orally to the pharmacist. Also, as in the past, we again tried to impress the attending physicians of the importance of indicating on their prescriptions the number of times that they could be refilled. We pharmacists all know the difficulty we have in trying to contact physicians in reference to the refilling of prescriptions. In spite of all kinds of publicity that has been given to the Durham-Humphrey law, it still presents one of the greatest problems with which we are confronted each day in our prescription department. Our only solution is to continually bring this matter to the prescriber's attention at every opportunity that is presented. Three porcelain apothecary jars were given as prizes to three physicians who registered at our booth. The winners were:

Dr. John B. DeHoff, Loch Raven Shopping Center, Baltimore 12, Md.
Dr. Conrad Acton, 1208 St. Paul St., Baltimore 2, Md.
Dr. Hiram Fried, Medical Arts Bldg., Baltimore 1, Md.

Again this year on May 6th, 7th and 8th the Maryland State Dental Association held its convention at the Lord Baltimore Hotel. We were given exhibition space and we featured a blow-up of the Maryland Dental Formulary. Attention was called to the importance of prescription medication in dentistry, thus assuring the patient of exact dosages of drugs selected for his condition; and representing a careful, considerate and individualized service. Application blanks for Federal Narcotic permits were distributed to those dentists interested. Attention was called to the roll of the pharmacist who can prepare many formulas of preparations useful in the dental office at an appreciable saving in cost and more conveniently than through dental supply houses. Four porcelain apothecary jars were given as prizes. The winners were:

Dr. Calvin J. Gaver, 715 Allendale Rd., Baltimore, Md.
Dr. Mary E. Pate, 3800 Nicholson St., Hyattsville, Md.
Dr. Edwin Gail, 3700 N. Charles St., Baltimore 18, Md.
Dr. Andrew Smith, P. O. Box 126, Severna Park, Md.

Your chairman appeared before the third year dental class and spoke to them on "Drugs Useful in Dental Practice" and also, "Present Day Dentifrices—Can Their Claims Be Substantiated?" Copies of the Maryland State Formulary were given to each member of the class. Dr. Edward C. Dobbs, professor of Dental Pharmacology of the University of Maryland School of Dentistry, presided at this meeting.

Working with Aaron M. Libowitz, chairman of the Professional Relations Committee of the Baltimore Retail Druggists' Association, three professional windows were made available to the pharmacists of Maryland. The first installed was devoted to the establishment of poison control centers at the University of Maryland Hospital and Johns Hopkins Hospital. The Maryland State Health Department provided us with first aid booklets to be used in case of accidental poisoning in the home. One of these windows was installed in the exhibition building at the Timonium Fair Grounds during September.

The second professional window was installed for Pharmacy Week and was entitled, "Your Pharmacist Works for Better Community Health—Our Fight with Disease Must Be Won." The third window featured the Polio vaccine and how the pharmacist and physician jointly make this vaccination procedure available to the public. In Baltimore these windows were installed for a fee by the Brager Display Center. Kits with complete material for those pharmacies out of the metropolitan Baltimore area were sent by parcel post to those interested pharmacists.

Our committee was invited to present a table clinic at the December meeting of the Baltimore City Dental Society. The theme of our table clinic was, "Dental Medication for Children from 6 to 16." Dosage forms featuring suspensions, powders and other pediatric formulations were brought to the attention of the attending dentists. A brochure on how to adjust adult dosages to fit certain age groups was prepared by Dr. John Autian of the faculty of the University of Maryland School of Pharmacy. Aaron M Libowitz prepared and set up the display for our clinic.

Our joint committee with the State Medical Society held several meetings to discuss our mutual problems. The medical members are Dr. Edward F. Cotter, chairman; Dr. James R. Karns and Dr. Martin L. Singewald. The pharmacists are Francis S. Balassone, Victor H. Morgenroth and Stephen J. Provenza. The legislative committee of the Medical Society consulted your chairman on the proposed bill concerning the sale of drug products through vending machines.

In conclusion, I wish to offer my personal thanks to Aaron M. Libowitz, the co-chairman for his initiative and close cooperation. Since displays at conventions and creation of professional windows are of tremendous importance in this committee's work, we were most fortunate to have the advice and guidance of the following nationally famous display experts: Morris L. Cooper, Aaron M. Libowitz, Charles J. Neun and Morris Brager. Also Charles E. Spigelmire, our publicity chairman spent much time and made numerous contacts in getting publicity for our various endeavors. Other members who have helped greatly were: Frank L. Black, James P. Cragg, George Stiffman, A. M. Levy, Alexander J. Ogrinz, Jr. and Joseph Cohen.

Now available thru the Professional Relations Committee of the Maryland Pharmaceutical Association is a display to be used in schools, at Fairs and Public gatherings, etc. Requests for this display may be obtained from the Maryland Pharmaceutical Association.

A pamphlet that Mr. Harrison of Henry B. Gilpin Company will distribute at this Convention reads, "It pays you to Buy your Drug Needs in a Drug Store." Also that "without your patronage your neighborhood store would not be here to serve you!" It also contains a check list and reminders for future visits to your pharmacy. This pamphlet is excellent when used with money orders, gas bills, etc. Contact Bill Harrison of Henry B. Gilpin Company for your supply. This pamphlet was designed and composed by Jerry Stiffman and Bill Harrison.

Thank you for your kind attention.

REPORT OF THE PUBLIC RELATIONS COMMITTEE

Charles E. Spigelmire, Chairman

Mr. President, members of the Maryland Pharmaceutical Association, honored guests:

Your Public Relations Committee has always fully realized that the more knowledge and understanding the public acquired regarding the splendid profession of Pharmacy the more cooperative and sympathetic it would be of our many problems.

Through Public Relations we are constantly endeavoring to create a greater sense of loyalty and appreciation between you and your customer. Historians tell us that Pharmacy is the oldest of all professions. Yes, we have inherited a glorious past from our forefathers. But what of the future? We cannot sit idly back and live in the past. Nor should we want to. Each pharmacist in our state enjoys a reputation second to no other profession. What is deplorable is the lackadaisical way that we accept this prestige. First and foremost in our thinking and in our desire to improve our status in the eyes of the public should be self improvement. This self improvement can only begin in one place and that's at home. It should stem from our personal neatness. If we have a burning desire t improve ourselves by looking our best, the result would be another burning desire to make our stores the same way. We can't live in the past, but to reap the rewards of the future we will have to enter our profession with a new zeal and desire. To become well accepted and better respected we must begin at home, and by at home, I mean with one's self.

During the past year competition for the retail pharmacist's business dollar has been intense, aggressive, and never ending by outside interests. Your Public Relations committee was very cognizant of the fact that the only solution was hard hitting, direct publicity which would make the buying public realize that the pharmacist was still their Best Neighbor and the man from whom they should buy their Drug Store needs. We are very confident that timely and well directed Publicity has been of inestimable value to the pharmacist.

No better testimony can be offered to the basic strength of the drug store than the fact that the three biggest volume gainers in the past year have been Prescriptions, Prescription Accessories, and Over The Counter Ethicals, all products that belong to pharmacies almost exclusively. By the same token, no better indication of the broadening significance of the drug store can be found than the fact that sales in all other departments were substantially boosted at the same time that the basic health departments were being strengthened.

Indeed, the above information is most encouraging, but have any of you ever stopped to consider the popular conception of a Pharmacist? What does the public think of him? The more favorable public opinion holds that he is a kindly character noteworthy principally for his self effacing attitude and usually genial disposition. His willingness to perform small favors as requested also endears him. A less favorable attitude regards him as a money hungry vulture waiting for the misfortune of sickness to strike in order that he may extract inordinate profits from the stricken. There is also the concept of an avaricious merchant continuously advertising a wide variety of merchandise of questionable character in order to take advantage of the unwary. Neither of these pictures are correct.

Let us try to analyze the thinking which prompts such a disturbing state of Public Thinking. Basically it stems from ignorance. For that ignorance we collectively are to blame. The Public has never been properly informed about the many facets of Pharmacy.

Your Public Relations committee can tell the people all of the many good things about Pharmacy, not boastfully, but proudly, because Pharmacy is a profession of which the whole world can justly be proud. The People do not know unless we tell them. We can tell them by our actions in serving them each day in our stores. We can tell them as we talk to them. There is no need to glorify Pharmacy. The honest story itself is enough. But we must do the telling, for if we do not, Who Will?

Most of you are fully aware that PHARMACY has been promised a PUBLIC RELATIONS program at the national level for some time, but during the past year this progressive idea has become a reality. It was brought through the magnificent generosity of the AMERICAN DRUG MANUFACTURERS ASSOCIATION which agreed to underwrite the project to the extent of $100,000 annually. Since its inception many outstanding pharmaceutical manufacturers and associations have contributed large amounts to perpetuate this PUBLIC RELATIONS program.

Your PUBLIC RELATIONS committee realized full well that it did not have the finances or ability to participate in any national program but felt extremely confident that it could function successfully and efficiently at the city and state levels.

At these levels our publicity could be controlled intelligently by your committee and at the same time publicized your profession, the events, and the activities which were of paramount interest to PHARMACY.

We felt there are no homes in America today without a radio and very few without a television. So it was decided to deliver the messages of PHARMACY through these two great media of audio and visual reception.

At the present time your Associaition enjoys the PUBLICITY value of THREE radio programs and ONE television program devoted exclusively to the profession of PHARMACY.

After many years of cordial relations we lost our program time, on radio station WFBR after our June 2nd broadcast. This was due to the fact that WFBR was relinquishing its network affiliations and going independent. WFBR informed us our program time would be terminated and no other spot would be available. We want to thank station WFBR and its staff for their many years of cooperation and assistance.

In order that our PUBLIC RELATIONS program will not be curtailed by the loss of this time, we have contacted radio station WCAO in an effort to secure replacement time. We have been assured that radio station WCAO will give us the same amount of time once a month. Our first program on WCAO will be given the FIRST SUNDAY IN JULY. The broadcasting of this program will be handled by our very helpful and cooperative secretary Joseph Cohen. This program gives detailed and current facts regarding discoveries and problems confronting present day Pharmacy.

We receive fifteen minutes of radio time from station WBMD once a month. This program is devoted exclusively to explaining what an important part pharmacy plays in human health and welfare. This program also gives the listening audience any important and pertinent facts regarding the new pharmaceutical products.

Our NBC affiliate in Baltimore station WBAL gives us thirty minutes radio time once a week, usually WEDNESDAY night from 8:30 - 9:00 P.M. This program is very aptly named YOUR BEST NEIGHBOR. Due to the greater amount of time given us on this program it usually carries an understanding message concerning pharmacy to our listening audience. This radio program usually opens telling us a very enlightening story about pharmacy, and gradually buids up with a brilliant treatise on present day pharmaceutical practice.

Naturally, I like to save the best news until last and that is this. WBAL television gives us fifteen minutes of program time once a week. At the present time your television show may be seen every Thursday morning from 9:45 to 10:00 A.M. Here is where we leave no stone unturned in our sincere effort to sell INDEPENDENT PHARMACY to the public.

Incidentally this show is also called YOUR BEST NEIGHBOR. We felt from the beginning that the greater we expanded our television show the more publicity our Association and Pharmacy would receive. With this thought in mind, we called upon our

Association officers and committee chairmen to appear on these programs. I must say these men have been most gracious and cooperative in this work. Through their sincerity and effort they have made these television programs interesting, educational and extremely helpful to retail pharmacy.

Station WBAL also gives us daily television and radio spots which carry a brief message to the public in an effort to bring more customers to you, THEIR BEST NEIGHBOR.

We have always exerted every effort at our command to make these powerful publicity facilities pay you additional dividends wherever possible. We have used them to accentuate any promotion or outstanding activity sponsored by our Association.

In cooperation with the medical profession during DIABETES DETECTION WEEK, we turned over our complete radio and television facilities during this drive so that the public would receive more completely the important messages being broadcast regarding this disease. Dr. S. Eastland, Chairman of the diabetic detection drive and Dr. W. Davis of the Baltimore City Health Department were most grateful and appreciative for our cooperation and generosity in this important health work.

To assist Uncle Sam we donated our time to the United States Army on ARMY DAY.

During MENTAL HYGIENE WEEK WE DID A TELEVISION SHOW WHICH DESCRIBED THE NEW DISCOVERIES MADE IN DRUGS USED TO CONTROL MENTAL ILLNESS.

During HEART MONTH WE CONDUCTED a program which described the many remedies and drugs employed today in the treatment of various heart ailments. The program was highlighted with the important advice that all of these remedies could be obtained ON PRESCRIPTION ONLY, from your BEST NEIGHBOR, the friendly pharmacist.

During CHEMICAL PROGRESS WEEK, in conjunction with the FOOD MACHINERY AND CHEMICAL CORPORATION WE PRESENTED an unusual program entitled, THE USES OF HALOGEN IN PHARMACY. This program was very aptly handled by a member of our committee Morris L. Cooper and Mr. E. H. Heritage, Product Manager, for The Food Machinery and Chemical Corporation. We were most gratified with the amount of interest and favorable comment this program aroused for us.

Various program checks have shown us that the average BEST NEIGHBOR television program has at least 10,000 viewers.

At this point I would be most remiss in my appreciation and gratitude if I did not publicly thank the following friends of ours in television and radio. Les Peard, Arnold Wilkes, Ed Kabernagel, and Bill Rock of W.B.A.L. and W.B.A.L.-T.V., Tom O'Connor of station W.B.M.D., Dick Covington of station W.C.A.O.

That is a summary of the radio and television publicity you and your Association are receiving today. Actually about $50,000 in monetary value. I know some of you are thinking right now, how much does all of this cost us? Well the answer is simple and one I am very proud to give you. All of this radio and television times DOES NOT COST US A SINGLE PENNY.

Again during the past year your Association participated in DRUG STORE ACTION DRIVES.

Whenever a DRUG STORE ACTION DRIVE WAS ABOUT TO BEGIN, MEMBERS OF YOUR PUBLIC RELATIONS COMMITTEE called every independent drug store in Baltimore and its suburbs in a sincere effort to secure maximum cooperation. All other stores received their display and advertising material through the mail. The telephone calling work was always handled by members of this committee during their spare time, and at their personal expense. Never once did any of these men complain that they were being imposed upon, but they gave generously of their time and effort in making the hundreds of calls necessary. We did our best to demonstrate to the manufacturer that the independent drug store could function as a cooperative and cohesive unit. We were most elated with the praise we received for some of the manufacturers who availed themselves of DRUG STORE ACTION.

In addition to the radio and television publicity, your committee has always been able to secure ample newspaper publicity for any meeting or activity whenever the occasion required this medium of coverage.

Your PUBLIC RELATIONS COMMITTEE feels that intelligent, aggressive and continuous publicity will help to give PHARMACY the high professional rating it so justly deserves.

Just keep on going and the chances are that you will stumble on something perhaps when you are least expecting it. I HAVE NEVER HEARD OF ANYONE STUMBLING ON SOMETHING SITTING DOWN.

Thanks To All Of You For Your Advice And Cooperation.

REPORT OF THE COMMITTEE ON THE SCHOOL OF PHARMACY, UNIVERSITY OF MARYLAND

John F. Wannenwetsch, Chairman

The Committee of the Maryland Pharmaceutical Association on the School of Pharmacy of the University of Maryland held two meetings during the fiscal year, namely, April 23rd and June 13th, 1957. Both meetings were held at the Kelly Memorial Building and the agendas included numerous items.

In previous reports of this committee, data was included that pertained directly to the faculty, physical plant and other functions and policies of the School of Pharmacy and the University of Maryland, that had no relationship with the Maryland Pharmaceutical Association. The committee decided, therefore, to confine this report to matters dealing with the Association. The other information will be reported by Dean Foss in his School of Pharmacy report.

Recruitment:

This year a Student Recruitment Program was sponsored jointly by the School of Pharmacy and the Alumni Association of the

School of Pharmacy, with the full cooperation of M.PH.A. and B.R.D.A. under the able leadership of its chairman, Mr. H. Nelson Warfield, presentations were made to groups representing approximately twenty-five different schools, including public, parochial and private high schools and junior high schools, high school clubs, and the Eastern Shore Pharmaceutical Association. The program consisted of introductory remarks of the chairman, a presentation of one of the films shown by the school at last year's convention, a short talk by the retail pharmacist who made the high school contact, and a few remarks by a representative from the school. Most programs were completed in a period of fifty minutes, although it was necessary to consolidate a few to shorter periods of time. In addition to the showing of the films, approximately 600 copies of the booklet, "Shall I Study Pharmacy," 500 copies of the School of Pharmacy Catalogue, 500 copies of the pamphlet, "Opportunities in Pharmacy," Applications for Admission, Scholarship Applications, and other pieces of literature were distributed.

The school has been very appreciative of the service rendered by the alumni and their friends, including many members of the Maryland Pharmaceutical Association and the Baltimore Retail Druggists' Association.

Students' Auxiliary, M. Ph.A .:

It was concluded at the 1956 Convention of the Maryland Pharmaceutical Association that an effort be made to reactivate the Students' Auxiliary of the Maryland Pharmaceutical Association.

Mr. Cohen had correspondence and conversation with Dean Foss relevant to the Students' Auxiliary and subsequently meetings were held with the Student Government Alliance and the Student Body.

On May 28th, a sub-committee of the committee on the School of Pharmacy met with the President of the Student Government Alliance and the President of the Senior Class and the Dean of the School of Pharmacy to discuss the status of the Students' Auxiliary of the M.PH.A.

A review of the activities of the school revealed that the students did not attempt to reactivate the Auxiliary in the fall term. Later, Mr. Cohen spoke to the Student Government Alliance Executive Council to point out some of the advantages of a Students' Auxiliary of the Maryland Pharmaceutical Association. The matter was discussed by the members of the Council and there seemed to be considerable interest by some of the Council members. It was, therefore, decided to invite Mr. Cohen and any other representatives of the M.PH.A. to appear before the entire Student Body Mimeographed invitations were distributed to every student to hear the address by Mr. Cohen and Mr. Macek. A relatively small percentage of the students, exclusive of the Students' Alliance Executive Council, attended the meeting. It was disclosed that a regular meeting of the Student Branch of the American Pharmaceutical Association had been scheduled to follow the meeting with the

M.PH.A. officers. This may have accounted for the poor attendance. The Executive Council subsequently decided, in view of the lack of interest as shown by the attendance, to delay recommending the reactivation of the Students' Auxiliary until such time as there is more student interest.

It was further disclosed during discussion at this meeting that at no time during the school year was there an attempt to have an election of officers or present the Students' Auxiliary of the M.PH.A. to the student body either at class meetings or otherwise.

The student representatives attending this meeting were of the opinion that it will be difficult, if not impossible, to maintain both an active Student Branch of the A.PH.A. and an active Students' Auxiliary of the M.PH.A. Mr. Elliott, President of the Senior Class, said in effect, to attempt to form a strong Students' Auxiliary of the M.PH.A. will be a disadvantage to the School of Pharmacy and Pharmacy as a profession. Mr. Elliott pointed out that the pharmacy student had very little free time for extra-curricular activity during school time. In fact, there was only one hour during the week when the whole student body was free. He felt because of the planned program of the A.PH.A. and because the material offered was coordinated with the course of study, the Student Branch of the A.PH.A. was of more value to the student while in college than any other organization. After Mr. Elliott's explanation the subcommittee realized that the Maryland Pharmaceutical Association lacked a definite program to present to the students and were partially to blame for the lack of interest in the Students' Auxiliary.

After some discussion, the committee recommended that the members of the Student Government Alliance Executive Council and other class officers be invited as guests of the M.PH.A. for a meeting to be held at the Kelly Building during the summer. The purpose of the meeting would be to explain the purpose of the M.PH.A. to determine if it is feasible to reactivate the Students' Auxiliary, and if so, to devise a suitable program.

In the fall, it will be recommended to the Student Branch of the A.PH.A. that they invite several representatives of the M.PH.A. to be guest speakers at specified meetings of th A.PH.A. primarily in the hope of trying to reactivate interest in the Students' Auxiliary of the M.PH.A.

REPORT OF THE PUBLICATIONS COMMITTEE

Walter E. Albrecht, Chairman

Ladies, guests and members of the Maryland Pharmaceutical Association:

The report on Publications by the committee chairman, the most capable Mr. Samuel Raichlen for the preceeding year 1956, contained some very interesting facts and constructive recommendations. First, in Mr. Raichlen's report he showed by actual survey that our publication "Maryland Pharmacist" was well distributed and well received by our members and friends. It is considered one of the best Publications of its kind in the United States. We also found this to be true in 1956-57.

Last year our Maryland Pharmacist showed a relatively good return of some $2958.00, after expenses, therefore $3,000.00 was transferred to the Maryland Pharmaceutical Association General Account in 1956, the same amount has been or will be transferred to the same account this year. If you will recall, Sam Raichlen's Committee recommended the addition of an editorial assistant to help relieve our Secretary of some of these responsibilities, we regret that efforts to obtain the services of an assistant have been fruitless. However, we also make the same recommendation.

We are now having printed 1500 copies of the Maryland Pharmacist monthly. The Committee feels that all of our members are keenly aware of continued increases in costs of material, printing and mailing, and our Publication is no exception. As an example of costs of publishing: the 1956 Proceedings Number cost our Association $1580.00 this amount being considerable more than the preceeding Number. The distribution of our Maryland Pharmacist is as follows: first to all Pharmacies in the State, secondly, to all TAMPA members, also exchanged with various State Associations. Copies are also sent to the State and City Health Departments. We understand that it has been customary to send a copy to each member of the Senior Class in the School of Pharmacy at a cost to the student of $1.00 per year, which was to be paid out of the Student's Activity Fund. When Dean Foss was requested to advise the Secretary's office of the number of copies required, his reply was "There are no funds available! If there is to be a charge, the Maryland Pharmacist would have to be discontinued." The last issue sent to the Senior Class was the January 1957 Issue, this was done pending a formal decision.

TAMPA pays $1.50 annually for each of its members which totaled $312.00 for the year. The School of Pharmacy withdrew their Ad which they were paying $100.00 per year for one-half page when the rate of $150.00 a ½-page became effective. Dean Foss, we are informed, advised that it was against the policy of the University to advertise, therefore, the Ad was withdrawn.

However, your Committee is very happy to report that in view of all increased costs, we have witnessed our Treasurer's report which indicated first, that our Publication this year has improved and our Advertisers recognize this fact because the number of ads have increased; therefore, greater receipts than any previous year. Friends, this means only one thing, that this accomplishment is the result of the ambition, the determination and the effort of one man, namely Joseph Cohen, our Secretary who labored diligently and untiringly many evenings at home because there was not sufficient time in his office to make this a reality. Gentlemen we owe Joe our sincere congratulations on a Big Job Well Done.

REPORT OF THE LEGISLATIVE COMMITTEE

Frank Block, Chairman

The Legislative Committees of the Maryland Pharmaceutical Assocation and the Baltimore Retail Druggists' Association met in a joint session on October 30th, 1956, at the Kelly Memorial Building, to consider the many problems that faced Pharmacy at the various levels—Local, State and National—since both the Maryland State Legislature and the Congress of the United States were to convene early in January 1957.

We discussed the plight of Fair Trade, which had recently been invalidated in several states and now meant that there were ten States without the benefit of Fair Trade Laws. Although Maryland has a strong Fair Trade Act—which was upheld by the Maryland Court of Appeals, the highest court in the state on three different occasions—the enemies of Fair Trade—the discount houses and the Trading Stamp vendors—are relentless in their efforts to abolish Fair Trade. Realizing the value of Fair Trade, we were preparing to fight for its maintenance with all our resources—if need be—and to bend our efforts toward strengthening it at the National level.

The N.A.R.D. was pushing hard for States to introduce bills in legislature to recognize Pharmacy as a Profession legally. California and Louisiana had already enacted such legislation, however in Louisiana the Code of Ethics, which was part of the bill, was being contested. In Massachusetts, opposition by both the State Association and the Pharmacy Board killed the bill, basing their argument on the precept that if Pharmacy is not already a profession, Legislation will not make it one. The committee, after considerable deliberation finally decided not to introduce such legislation as a separate entity, but rather incorporate it into our Pharmacy Laws. This was to be brought about in a reviewal of our present State Pharmacy Laws, and a special committee was designated for that purpose.

Legislation to restrict sales of deleterious or poisonous drugs to Pharmacies and the Re-registration of Pharmacists were discussed and deferred.

In view of the fact that the Legislature was meeting for a full 90 day session and that the Proprietary Association—the Discount Houses and Trading Stamp Companies were marshalling their forces, we decided not to introduce new legislation unless absolutely imperative. In anticipation of actions by the opposition we decided to take positive defensive measures.

We arranged with the King Press—the printers of all bills introduced in the Legislature—to service our office, so that our Secretary might screen every bill. Oft times damaging inclusions are made in seemingly harmless bills. We also made provisions for more direct and immediate information regarding bills introduced in the Legislature affecting Pharmacy, and hearings which some times carried only hourly notice.

These innovations along with the alertness of our Secretary and the experience and advice of our counsel proved invaluable to our committee as this report will show.

The following Bills introduced in the Legislature would have affected the economic structure and professional status of Pharmacy.

H.B. 371—Minimum Wage Hour Law:

This bill would have established a minimum hourly wage of $1.00 for a 40 hour week, and time and a half for overtime and Saturday and Sunday. A hearing was requested and our Association represented by our Secretary, asked that Pharmacy be exempted. This bill remained in Committee.

S.B. 422—This bill would have emasculated Fair Trade. Prompt actions brought about the withdrawal of this bill.

S.B. 214—A Bill to increase the license fee for Trading Stamp Companies from $500.00 to $2500.00.

H.B. 297—This bill was to revert the cash value of unredeemed Stamps to the State Treasury.

Both bills remained in committee.

S.B. 362—A Bill introduced by the Health Department banning the sale of drugs by Vending Machines. This was specifically intended to strengthen an apparent weakness in our Pharmacy Law which was contested earlier this year. Our Director of Drug Control, Frank Balassone, won a brilliant victory in court, but realized that our existing Pharmacy Law might not stand the test of time. He secured the cooperation and support of the Health Department in the drawing up, and the final passage of this bill. An amendment making the State Board of Health responsible for determining when a commodity is not deleterious or injurious to Public Health and safety so that it could be dispensed from such a machine or device was added. This bill was signed by the Governor and became a part of our statute.

The passage of this bill, in my opinion is the most significant Legislation passed in behalf of Pharmacy, since Fair Trade. The Assosciation owes—Frank Balassone a debt of gratitude for the manner in which he guided this bill through to fruition and the respect he gained for Pharmacy from those in the Health Department who supported him.

Three suits involving Fair Trade were instituted by Abbott Laboratories, E. R. Squibb and Sons and Eli Lilly Co., against Dart Drug Co. Fair Trade Laws were upheld and strengthened as a result of these suits. Abbott Laboratories deserve not only the heartfelt thanks of Pharmacists in Maryland but of the United States, for pioneering this effort and E. R. Squibb and Sons and the Eli Lilly Co. for following. I will leave the details of this Fair Trade victory to our illustrious exponent of said Act, Si Solomon, the able Chairman of the Fair Trade Committee, who I am certain will give a complete accounting as only he can do.

The responsibility of the Legislative Committee is not limited to the effect of legislation at the time of its passage, but the long range test of time.

I am not an economist, nor am I blessed with insight or visions in crystal balls, however, the pattern of Super-Super Business portends a combination of Super Drug Stores with Super Food Markets with Super anything else that might develop. Thus the right to buy at the same levels irrespective of their size is more imperative today than ever before. It might well be the difference between the existence of independent operations and absorbtion by monopolistic enterprises.

S. 11 (H.R. 11)—Equality of Opportunity Bill, is just such legislation. It is intended to correct a court decision, which stripped the Robinson-Patman Act of its effectiveness by its introduction of the "Good Faith" clause. The M.P.A. has joined the N.A.R.D. in its fight to get the bill out of committee, where it was stifled the last session of Congress, after an overwhelming vote in the House in its favor.

It is difficult to understand the position the National Wholesale Druggists' Association took in opposing S. 11, since the Robinson-Patman Bill has been so effective in maintaining the balance for the rank and file in its purchasing ability. However recently the N.W.D.A. reversed itself and now lends its support to the bill.

Representative Hale Boggs (D-La.) has introduced HR-504, Identical bills have also been introduced by Rep. John W. Brynes (R-Wis.)—HR-503 and Rep. Antoni N. Sadlak (R-Conn.)—HR-2498. HR-504 would "regulate the manufacture, compounding, processing, distribution, and possession of habit forming barbiturates and amphetamines." The bill would permit agents of the Food and Drug Administration to inspect traditionally private, confidential prescription files by invading INTRASTATE commerce. A prescription is not an item of interstate commerce.

HR-504 would also require a complete record of all stocks of barbiturates and amphetamines on hand. This record shall be kept for three years. A record shall also be kept of the kind and quantity of such barbiturate and amphetamine received, sold, delivered, or otherwise disposed of, the name and address of the person from whom it was received and to whom it was sold, delivered, or otherwise disposed of, and the date of such transaction. Now listen to this provision carefully:

> "Provided, However, that the provisions of this subsection shall not apply to practitioners (physicians, dentists, etc.) licensed by law to prescribe or administer barbiturates or amphetamines who dispense such drugs in the course of their professional practice."

This lets the M.D.'s go scot-free from inventory or record keeping. It would open up a fertile field for "quack" practitioners.

There is no need for Federal inspection of prescription files. State authorities can do that. If the Administrator wants to inspect a retail pharmacist's prescription files, he can get a search warrant or make a "buy."

Drastic inventory requirements would place every retail Pharmacist in jeopardy because breakage, over or under-counting, returns for credit, spillage and duplications would be over-burdening. Besides, it would permit too much authority for arbitrary judgment on the part of a Federal agent.

Your invoiced purchases, plus your inventory, plus your prescriptions, will keep your stock in balance—without aid from government.

We have protested these bills.

H.R.-3864. The Reed Bill—To transfer the Toiletries Tax to the manufacturer. This would be similar to the way the Government collects the tax on 110 other items, including tobacco, matches and liquor. Note, The Ways and Means Committee is considering giving authority to the Internal Revenue Service to make agreements with suppliers (door to door peddlers) of cosmetics to remit payment of the 10% toiletries sales (excise) taxes directly to the Treasury.

H.R.-6801. Introduced by Rep. Carl T. Durham is a bill to authorize the grades of Major General and Brigadier General in the Medical Service of the regular Army. The Medical Service Corps, has increased tremendously in size, responsibilities, and areas of utilization in the past ten years.

S-1900—Introduced by Senator Prescott Bush, which would regulate the interstate distribution and sale of Hazardous Articles in packages suitable or intended for household use. The bill would require extensive labeling on household products which would jeopardize life and health. The terms "Poison," "toxic" and "hazardous articles" are defined.

H.R.-9 Introduced by Representative Thomas A. Jenkins (R., Ohio) and **H.R.-10**, by Representative Eugene J. Keogh (D., N.Y.). The proposals would encourage self-employed persons such as drug store owners to make private retirement provisions for themselves. It is provided in the proposed measures (they are identical) that $5,000 or 10% of the money earned annually (net), whichever is the lesser, derived from selfemployed activity shall be exempt from the federal income tax if it is used for a bonafide retirement program. It is significant that the American Bar Association is on record in support of the purpose of H.R.-9 (H.R.-10).

We cry and clamor about the weaknesses and wrongs of Pharmacy, yet many of these conditions are of our own making. The Pharmacist who sells his birthright for a pittance or the manufacturer who undermines you for the sake of a sale. However the most outstanding flaw or fault is the lack of a unified stand by our National Associations, N.A.R.D. and A.PH.A. There is room for both Associations in their divergent purposes but for only one voice for Pharmacy (such as A.M.A.) would do more than all the resolutions passed at Convention.

In closing I would like to thank every member of the Legislative Committee for the fine way they responded when called upon. It has certainly been a privilege to serve with such a group. It would be appreciated if any member of the Committee who may feel that this report has omitted salient facts or has corrections would do so from the floor.

I was unable to send you a copy of the report prior to the Convention and I would feel obliged if you would voice matters pertinent to this report.

Thank you for the privilege of serving as your chairman.

REPORT OF THE PHARMACY WEEK COMMITTEE

Victor H. Morgenroth, Jr., Chairman

With Victor H. Morgenroth, Jr. as chairman and Samuel I. Raichlen as co-chairman. President Frank J. Macek appointed:

Peyton Horne of Easton
Carleton W. Hanks of Cumberland
Ellis Gadol of Silver Spring
Robert H. Chatkin of Hagerstown
Victor G. Mercer of Frederick
Morris L. Cooper, H. Nelson Warfield, Charles J. Neun and Aaron M. Libowitz of Baltimore City

to serve as this year's Pharmacy Week Committee.

The usual material from the A. Ph. A. was available, but as in the past year arrived at a time when it was practically useless. The preliminary meeting was held at the Kelly Building and plans were set. It was planned to set up as many displays as possible and working with the Professional Relations Committee of Baltimore City and the State Association a window was established and distributed, for a nominal fee.

The Professional Relations Committee of Baltimore City also included in their activities a set of prizes for first time contestants. This was an added prize, actually three in all, for stores which had never won a previous prize in the contest. This certainly had real merit, because the number and quality of the entries this past year bore that out. As a result of this particular phase of the activities, the following prizes were awarded at the Banquet of the Baltimore Retail Druggists' Association. Mr. Andrew Cavacos, first prize; Mr. Arnold Lebson, Hunting Ridge Pharmacy, 2nd prize and Mr. Leon Levin, Joppa Rexall Pharmacy, 3rd prize. All in all Baltimore City contributed over 125 professional window displays.

The state wide contest for the BIG prize was more spirited than ever. Some forty odd photographs were entered this year which is the greatest number entered to date. Again the word QUALITY must be used, because this group this year were that and more.

To judge the photographs this year, the committee selected Miss Kate Coplan, Chief of Exhibits of the Enoch Pratt Free Library in Baltimore, Mr. Joseph Burnside, Director of Display for Hochschild

Kohn and Company and Mr. Arnold Wilkes, our Director of Your Best Neighbor, on WBAL-TV.

The group of judges met at the Library on November 27th and in conjunction with Aaron Libowitz's group selected the prize winners state wide and city wide. The usual procedure was followed of reviewing all photographs and as we try to stress each year, several photographs were discarded for failure to follow the rules. In this particular year several potential prize winners met this fate. But it would be foolish to enter nationally a photo which will not fulfill all the obligations, hence the same procedure must follow.

First prize this year went to another "First." Their first First Prize, Peoples Drug Store of Four Corners, Silver Spring, Maryland. Second prize of first mention went to Reads Drug and Chemical Company, Howard and Franklin Streets and 2nd mention went to Morris L. Cooper.

The committee feels that each succeeding year is bringing the results expected from this contest. They still feel that the A. Ph. A., with whom we are cooperating, knowing that this is to be an annual event, could start much sooner than they do with the material and publicity.

This committee wishes to express sincere appreciation to Mr. Aaron Libowitz who has worked so unselfishly in promoting the contest within a contest, and by so doing, stimulating more and more effort in the behalf of this committee. His efforts in having photographs taken as part of the package deal of window display, played an extremely important part of the ultimate success of this year's effort.

The committee wishes to express thanks to Mr. Carleton Hanks for the part that Allegany County played, again by having 100% cooperation and participation.

The committee wishes to express thanks to Mr. Charles Spigelmire and the Publicity Committee of the Maryland Pharmaceutical Association for its part in promoting the program through radio, TV and phone service.

And in closing, the chairman wishes to express his gratitude to all who assisted him both on the committee and by the wholehearted cooperation of so many pharmacists and pharmacies.

REPORT OF THE COMMITTEE ON CIVIL DEFENSE

Gregory W. A. Leyko, Chairman

Your Civil Defense Committee has held no meetings this year. I feel today, just as the chairmen of past years indicated, that until the Medical Services Division of this State really begins to function, we can serve no purpose by calling a meeting of men from all over the State. Dr. John M. Welsh, Chief of Medical Services in Civil Defense for the State of Maryland, has not indicated or notified us of any organization, of the various medical services as far as Civil Defense is concerned.

However; there is an advisory bulletin released in January 1957, by the Federal Civil Defense Administration (National Headquarters, Battle Creek, Michigan). This bulletin is of interest to all pharmacists, pharmaceutical manufacturers, wholesale, retail drug-stores, hospitals and private offices of physicians. It is addressed to State and Local Civil Defense Directors. The subject covered is: **Acquisition of Narcotics During Civil Defense Emergencies.**

Although I will direct Secretary Joe Cohen, to print this bulletin in its entirety, in the next Proceedings Number of the Maryland Pharmacist, I will attempt today to give you a few highlights from this bulletin.

I. The President of the United States or a concurrent resolution of the Congress proclaiming a civil defense emergency would put the contents of this bulletin into effect. (The bulletin gets its authority from a Public Law No. 920, known as the Federal Civil Defense Act of 1950)

II. Civil Defense does not have nor procure narcotics for Stockpiling. Bureau of Narcotics claims there is sufficient amounts in normal channels to take care of any needs in an emergency.

III. Acquisition procedure could be the biggest problem.

IV. Full use of the existing, Legally authorized procedures would be used. (In our case the regular narcotic order form would be used.—doctors would use their regular narcotic order form—wholesalers, etc. would use theirs, etc.)

V. Holders of these narcotic order forms are known as Registrants (all retail pharmacists who have a narcotic registry number would be eligible for designation as Civil Defense Narcotics Procurement Officers)

VI. Pharmacist, holding official narcotic blanks and who have become designated as Narcotics Procurement Officers, for bona fide civil defense agencies, will execute these forms for required amounts of Narcotics to carry out their respective missions.

VII. Pharmacist, who has been designated as a Narcotics Procurement Officer, would get his supply of Narcotics from any outlying drug store, wholesaler, manufacturer or other sources (Federal Warehouse, etc.)

VIII. Narcotic Forms would be used, much the same way as used today. (in triplicate). One copy held by Procurement Officer, one copy held by supplier (which would also be used as claim for payment), one copy to nearest regular Narcotic Office. The Procurement Officer would hold his copy and have it signed by Hospital, aid station, or emergency treatment installation, when delivered to them.

IX. Persons who violate the act or fail to fulfill its requirements in any particular, are liable to punishment. First offense, no less than 2 years in the "jug" plus fine up to $2,000.00.

FAIR TRADE COMMITTEE

Simon Solomon, Chairman

Fair Trade

In the May issue (1957) of the Journal of the American Pharmaceutical Association under headlines "Washington Views" it said, "Tens of thousands of owners of independent pharmacies are being **squeezed between giant supermarkets** on one side and **large drug chains** on the other in the rapidly growing economic battle between these two leviathans.

Fortunately, with few exceptions, from our observation, fair trade prices are being maintained by these giant outlets on items handled by the independent retail pharmacist. If we go along with the above statement in the American Pharmaceutical Association Journal that the small fellow is being squeezed out of the picture with fair trade in existence, then what chance to survive has the independent pharmacist without fair trade.

This points out very forcefully how important is fair trade, especially to the large number of independent retail pharmacists, whose volume depends to a very large extent on fair traded products. Can the small fellow compete with the large giants fighting one another selling merchandise practically at cost or slightly above cost, as they did prior to Fair Trade and would continue to do without Fair Trade? It is essential that the little fellow continue in business if America's economic well-being is to remain healthy. This is true because 98 percent of the nation's 4,250,000 businesses fall into that category. If and when small business disappears from our midst, then it will be the end of our free enterprise society.

As Sylvia Porter, the well known business analyst has said:—"The small businessman is the heart and backbone of our economic system. If he dies, private enterprise dies."

What Are Fair Trade Prospects For 1957?

While retail price maintenance (fair trade) received rough treatment in 1956, let us hope 1957 will have smoother sailing. In 1956 the high courts of Colorado, Louisiana and Oregon held the non-signer clause of the state fair trade law unconstitutional. In Utah the high court ruled the entire fair trade act to be in violation of that state's constitution. In Virginia, because of an amendment to the Virginia anti-trust laws enacted after fair trade act, the fair trade law was held to be repealed.

Our most severe blow was when Eastman announced it was terminating fair trade agreements with all its dealers, and we believe the McKesson Robbins adverse decision by the United States Supreme Court left this company no other alternative. It was a question of giving up their retail outlets or going off fair trade and they preferred the latter course.

However, out of all the rain came a ray of sunshine, when General Electric—a strong pro fair trader announced it would fair trade its flashbulbs starting April 20th.

O. H. Young, marketing manager of General Electric Photo Lamp Department said his department had hoped to find some other way of insuring its dealers a reasonable profit but had not come up with any better solution. He further stated that the company is making the move in the interest and wishes of the majority of more than 90,000 retailers (mainly drug stores and camera shops) of General Electric flashbulbs, and in the interests of the photo lamp department in preserving the value of its trade-mark on flashbulbs.

Our observation leads us to believe that Sylvania, leader in the flashbulb field, and firmly believing in fair trade was gaining too much headway over its competitors (General Electric & Westinghouse) and General Electric's only alternative to attract dealers support was to maintain its price by means of fair trade. It is our guess that Westinghouse will soon follow as far as flashbulbs are concerned, if they really want to increase their volume by assuring the retailer a decent profit.

It is very evident that Sylvania's success, with its fair trade program because of wholehearted dealer's cooperation will cause many manufacturers of other products (fair traded) to sit up and take notice as to the advantages of a properly enforced and sincere fair trade program.

Fair Trade vs. Stamps

During the year the giving of stamps with fair traded products occupied a good bit of our attention, and while the problem is far from solved we definitely feel we are making some progress.

The trading stamp confusion now raging throughout the country is bringing about that degree of price demoralization which in our opinion might have a drastically adverse effect upon the solvency and stability of many segments of retail distribution.

We have long felt that legitimate business interests in every state and also the legislatures should go into the matter critically and objectively so as to ascertain the basic integrity of the trading stamp concept as it bears upon distributors and consumers alike.

Profitless price wars, which is bound to happen when giant outlets with powerful financial reserves start giving away double and triple stamps (with the small fellow squeezed in between) will eventually and inevitably weaken our overall distributional system.

Frankly we are not going to make any real headway in the elimination of this evil until the members of our own industry discontinue the handling of stamps and other gimmicks. Even if a retail pharmacist has good intentions and applies price concessions to non fair traded articles only, he is bound to leave himself wide open for trouble. Neither he nor his employees can help but make mistakes as practically all popular merchandise in our field is fair traded and in demand by the consumer. If he attempts to differentiate, which legally he must, he is confronted with the problem of endless explanations as to why he can give a coupon or stamps or discount on Article A and not Article B. The answer is he is compelled in many instances especially to those customers who have patronized his store over many years, to do some under the counter chiseling.

It so happens that Abbott, Squibb and Lilly were successful in securing injunctions against a price cutter who was not giving away stamps, but was selling below the minimum resale price. The price cutter or defendant attempted to prove that he was no more guilty of violating the fair trade act than some other retailers (including retail pharmacists) in the vicinity who while observing fair trade prices were giving away stamps on everything they sold including plaintiff's products and therefore these companies were not coming into court with clean hands. Fortunately they had anticipated this and proved that they had notified all retailers giving away stamps with their products that unless the retailers discontinued this practice, court action would have to be taken against them also. So they did come into court with clean hands and for this reason succeeded in having the court grant a permanent injunction.

On the other hand, some manufacturers feel they should not be asked to correct a situation where stamps are involved as long as many retail pharmacists, who are benefiting the most by fair trade, are also giving stamps with fair traded products, thus forcing the manufacturer to be certain that before going into court with a direct violator (one who sells below the minimum price but does not give away stamps, etc.) that other retailers, including retail pharmacists, are not giving away stamps, coupons, etc. wtih his products. It means extra time must be devoted to clear the stamp situation first, as well as extra expense and manufacturers feel this extra burden should not be necessary with the result there is little or no desire on the part of the manufacturer to institute court action.

As an example, not so long ago in Buffalo, New York, three local retail pharmacists lost a suit for temporary injunction to restrain another retailer from selling merchandise below fair trade prices. They lost the case because the defendant produced affidavits revealing that some drug stores in Buffalo were giving trading stamps with all purchases and even the three who brought the suit were chiseling.

"The courts have held that a court of equity will not grant the drastic relief of a temporary injunction to one who sought to violate the covenant sought to be enforced," said Supreme Court Justice Carlton A. Fisher.

In other words, we want to point out that the plaintiffs above, who were also chiseling on fair traded products, did not come into court with clean hands, so what right did they have to seek to have the defendant enjoined from violating a law which they themselves were not observing.

Either fair trade is good or bad. If it is bad then let us be the first to say so. If as we believe it is good, then we should prove it by our actions and not just lip service.

When it comes to observing the law in every respect, none of us are perfect, and it is only human to expect under the counter selling to a very small extent, but to openly flaunt the law not only destroys all that has been accomplished by many years of hard work by our Association, but is far from playing fair, with a large majority of fellow pharmacists who are making every effort to observe the law .

We believe that suits filed by Colgate-Palmolive in the United States District Court in North Carolina, several months ago, against three super market chains will go a long way in deciding the future of trading stamps given with fair traded products, not only in North Carolina but in every fair trade state. These stores are selling the plaintiff's products at the minimum fair trade prices, but are giving trading stamps in violation of the state's Fair Trade Act. In view of the fact that Colgate enjoys a tremendous volume of business with these super markets it proves nevertheless they are determined to enforce their fair trade contracts if the court decides it is a violation to give away stamps with their products. We are optimistic as to the outcome and feel the decision will be favorable to Colgate.

Public Relations vs. Fair Trade

We have always maintained that there has been a lack of cooperation between state associations and our national association (N.A.R.D.) where fair trade is concerned.

We are not unmindful of the constructive job being done by the Fair Trade Bureau of Education, under the leadership of Secretary Dargavel and Director Mermey, but we believe the Bureau could render a very valuable service if it had a contact man or coordinator whose job it would be to make periodic visits to discuss with the officers and secretaries of local and state associations fair trade problems. No matter how familiar a secretary or chairman of a fair trade committee might be with fair trade matters neither of them can possibly follow all the details as it applies to the fair trade picture over the entire country. This we feel is very essential because mistakes made in one state could easily be very important in preventing such errors in another state—especially as it applies to many court decisions. The information obtained from pharmaceutical journals and bulletins are exceedingly helpful but do not in our opinion give sufficient information as would be the case of personal contact by someone who could give us an evaluation of the up-to-date prevailing fair trade picture. Furthermore, whenever an attempt is made to repeal a state fair trade act, this coordinator from the Bureau should be available to discuss and suggest the best procedure to follow in presenting our case before the legislature. The answer could be that city and state pharmaceutical secretaries as well as officers resent intrusion by national authorities, but we are not convinced by such arguments as we fail to see how any able and efficient officer could ignore the advise and council from any source if the information is to be beneficial to our cause.

The individual states are at a great disadvantage as the proponents of fair trade do not have a proper medium by which they can actually give their side of the picture to the public. On the other hand let us contrast this with the program of the opponents of fair trade. When a severe blow or an adverse court decision is handed down against fair trade, immediately Wall Street Journal, prominent newspapers and magazines, etc., which always seem to be on the side of the big fellow, especially when it comes to condemning fair trade, give wide publicity in their editorial columns and front pages to such news because they realize the psychological effect it will have upon their readers. It means that the people only see publicized those items detrimental to fair trade. How can we expect to win a battle when our opponents are fortified with the latest atomic weapons while we have obsolete or practically no weapons at all? What is the answer?

In addition to the above we recommend that there should be a central clearing agency which should be national in scope and do nothing but disseminate propaganda favorable to fair trade. It should have as its subscribers or supporters every segment of every industry who honestly believes that fair trade is not only the salvation of many manufacturers, wholesalers and almost several million independent retailers (who are actually the backbone and pillar of strength in every community) but that the consumer under this form of price maintenance receives the best quality merchandise at the lowest possible prices, since the fair trade law demands that the product before it can be fair traded must be in free and open competition with other similar products.

There is no doubt that the public under such a program would be in a position to determine for itself after carefully weighing both sides of the question whether fair trade is detrimental to their welfare or beneficial to their pocketbooks. We believe such a public relation program is bound to prove successful if for example we here in Maryland were in a position thru this agency to answer any adverse criticism at once by means of newspaper advertisement, etc.

Again we say why wait for adverse publicity on fair trade. We should be in a position to let the public know thru this public relations program under the direction of a public relations counsellor that by means of frequent newspaper articles and radio and television programs, fair trade is basicly and economically sound and has ably stood the test for the past twenty-five years. That the consumer because of fair trade buys only quality products with which the public is familiar, and that without fair trade many retailers would be compelled to push inferior, non-branded products due to ruthless cut throat competition.

We feel the time has arrived when we should present our case to the people directly. We feel the American public is intelligent enough to determine whether or not fair trade is in their interest. If we are gradually losing out on fair trade because of complacency, then we have no grounds for complaint. If we are at fault by not making a concerted effort to give the public our side of the story and thereby present the true facts as to the advantages of fair trade to the consumer's pocketbook, then it is time we change our policy, otherwise we are due for a rude awakening.

Have We Been Dilatory With New Fair Trade Legislation?

Just as high state courts are gradually declaring state fair trade laws invalid, as far as the non-signer and due process law is concerned, which practically means the death of fair trade in those states, so do we find many prominent manufacturers abandoning their fair trade contracts.

If we go back to Westinghouse going off fair trade then the statement of John J. Anderson, Manager of portable appliances for Westinghouse is very significant when he asserted that "fair trade is "unenforcable" under present conditions, but if the time comes when we, in our opinion decide that fair trade becomes workable, we might consider setting prices again on that basis." It only meant that our present fair trade laws (this was in 1955), did not protect the manufacturers sufficiently to make it profitable to operate under them.

A review of what the court said in this state will somewhat clarify the picture we shall try to give you.

In 1939, (Goldsmith vs. Mead Johnson Co.) the Maryland Court of Appeals held that the state fair trade act was not a violation of the "due process clause" in the state's constitution (many other states have declared otherwise).

In Circuit Court in Baltimore, Judge Cullen only last year, when Home Utilities (Home Utilities vs. Revere Copper & Brass Co.) argued that the Maryland Fair Trade Act violates both Federal and State Constitution provisions and particularly that it deprives the plaintiff (Home Utilities) of property rights (the right to sell commodities at any prices it chooses) without "due process of law," the court concluded it is entirely bound by the prior decision of the United States Supreme Court and the Maryland Court of Appeals.

Said Judge Cullen "In view of the repeated indications by the United States Supreme Court of its unwillingness to review its decision in the Old Dearborn case, it seems apparent that the holding in that case is completely binding and controlling upon this court with regards to any question relating to the Federal Constitution either concerning due process or the commerce clause thereof."

When the above case was appealed by Home Utilities, the Maryland Court of Appeals said that those state courts of last resort which have held fair trade unconstitutional seem to have done so because of an unwillingness to accept the legislative judgement as to the economic facts.

If the high courts of Maryland, New Jersey, New York, Pennsylvania and others have felt that they are bound to follow the United States Supreme Court, which under federal due process clause have held fair trade acts constitutional, then it is difficult to follow the reasoning of other high state courts, such as Florida, Georgia, etc. refusing to go along with the United States Supreme Court in this respect and therefore have outlawed state fair trade acts, despite the fact that many eminent legal authorities maintain that the state due process provisions are substantially identical with the federal due process provision.

We have gone into this matter in detail to show that as long as many states take this adverse position and the United States Supreme Court has consistently refused to review those cases in which high state courts declare any part of the individual state acts invalid, it is our opinion that the groundwork should have been laid long ago to enact federal legislation that would eliminate such evils.

Manufacturers are only interested in fair trade to the extent that it protects their volume, and rightly so, and when no real effort is made to protect those operating under fair trade against their competitors who are not under fair trade, then the only answer is to go off fair trade as Westinghouse, Eastman, Shaeffer and many others have done, because they were convinced it was absolutely impossible for them to properly enforce their fair trade contracts under present conditions.

We stated in 1955, and we are now more convinced because of what has taken place since then, that we should have gambled as the odds were certainly in our favor, with the House and Senate Committees concerned with fair trade, with possibly one exception, being under the chairmanship of men favorable to our cause, and with an election taking place in 1956 we should have made an effort to enact legislation or at least lay the foundation that would make manufacturers feel more secure to continue with fair trade.

We are fully aware that hindsight is better than foresight and that it is easy to be critical, but we are sorry to say our national leaders lacked foresight, as sufficient warning was given when five high state courts had already thrown out fair trade, that conditions would become worse not better. To us it was wishful thinking that the situation would reverse itself and become better, and therefore we should not attempt any new legislation as was stated by our national leaders.

Since then six more high courts have turned thumbs down on fair trade, and probably several more will be unfavorable before 1958 rolls around.

We are firmly convinced that had an effort been made in 1956 to correct the situation by legislation even assuming we would not have made much headway, at least the effort would have made some manufacturers who abandoned fair trade hesitate before doing so and no doubt given us every cooperation by not only continuing fair trade but also lend their moral and financial support towards such legislation.

To support this viewpoint, suppose we quote from the report of the Select Committee on Small Business of the United States Senate on a Study on Fair Trade Based on a Survey of manufacturers and Retailers (1956).

For example, a pharmaceutical manufacturer cited the effect of adverse court decisions, stating:

> "The major problem that we have encountered in recent years in enforcing fair trade agreements has been the lack of confidence in the validity and stability of fair trade laws among both wholesalers and retailers, as a result of adverse court decisions in several states. It has been our experience that whenever doubt has been cast upon the validity of a fair trade statute in a given locality, a wave of price cutting by both wholesalers and retailers inevitably follows the court decisions

> and have the effect of destroying fair trade laws in some states and sowing the seed of doubt as to the fairness and desirability of fair trade in the minds of educators, legislators, government officials and the public generally. If the constitutionality of fair trade laws and particularly of the 'non-signer' clause could be positively established, and especially if the fairness and economic desirability of such laws could be realized by those responsible for the molding of public opinion, we do not believe enforcement would present any problem."

In the same view, another manufacturer called for the New Federal legislation, saying:

> "We believe that fair trade as we know it today, is worse than no fair trade at all. It has resulted in a serious discrimination against those retailers who have refused to meet price-cutting competition. Federal fair trade legislation is needed to provide a basis for a uniform fair trade program. This legislation should provide for a means of enforcing fair trade without astronomical expense to the manufacturer."

We feel very strongly that our position over the past two years in urging federal legislation was fully justified because not a single state legislature has seen fit to repeal its fair trade law, even though repeal bills, in some cases with powerful support of our opponents, has shown up in many fair trade states this year (including Maryland).

What does this mean? It means obviously that the members of the state legislatures have had no real opposition voiced against fair trade laws from the people whom they represent (consumers) and furthermore, the members themselves approve of the purposes and aims of fair trade legislation; that it is basicly sound, and in the best interest of the public.

This is all the more significant when one stops to think that since the time most state legislatures were in session in 1955 or during the past two years, eleven high state courts have practically outlawed fair trade. These adverse decisions apparently had no effect whatsoever upon the people or the members of the state legislatures of the 34 states that still have fair trade, despite the determined effort of our powerful opponents to use this as a weapon to repeal state fair trade acts.

What reason have we to doubt that the members of Congress would have felt differently about enacting federal fair trade legislation?

It is true that in the past they have reacted favorably to an enabling act to support state fair trade acts and have been rather luke warm to a federal fair trade act, but we also have a right to assume because of rapidly changing conditions and the precarious position of the small independent retailers, which are in a very large majority, they would be more receptive to any law that provides more protection and security for the little fellows, such as a very strong federal fair trade act.

In this connection we wish to report according to Secretary Dargavel of the N.A.R.D. that legal and economic experts on fair trade over the country have endorsed a proposed draft statute to overcome the adverse court decisions on fair trade. The draft was developed by a distinguished legal authority under the aegis of the Bureau of Education on Fair Trade.

Tentatively titled "An Act To Equalize Rights In The Distribution Of Identified Merchandise," the proposed statute would give to manufacturers who distribute their trademarked products through independent wholesalers and retailers the same legal right to establish the resale price of their identified products that is now accorded to other manufacturers using other systems of distribution.

The proposed act recognizes that many manufacturers of trademarked products now legally control the resale price of their products through consignment selling to distributors, through dealer franchises and through forward integration under which the manufacturer sells goods to the consumer entirely through his own organization. "Adverse court decisions on fair trade have had the effect of denying the same right to manufacturers of trademarked goods who use (old-line) distribution through independent wholesalers and retailers," Dr. Dargavel states, adding that the proposed draft "seeks to remedy this inequality." Actually this proposal seeks enforcement to remain in the hands of manufacturers and they would forfeit all claims to protection if they failed to follow thru with enforcement via their distributors. Also, price-cutters who lose in court would be required to pay all court costs.

Safeguard For Small Business

The draft notes that there is a public interest in granting to the small manufacturer or distributor opportunity to compete on more nearly equal terms with the large manufacturer or distributor who can afford to control the distribution of his products through his employees or consignees. There is a further public interest in encouraging the survival of small distributors who comprise the bulk of small business.

If "old-line" distribution is by-passed because of the present inequality of rights in distribution, Dr. Dargavel stresses, "small business at all levels—retailing, wholesaling and manufacturing—we decline and distribution will be concentrated in few hands."

We cannot help but feel that while this proposed legislation, "a federal fair trade law" by the N.A.R.D. is most gratifying and welcome news, much valuable time has been lost in not presenting it to Congress during 1956, after five high state courts had already outlawed fair trade.

Has Fair Trade Lost An Important Battle

In the May, 1956 issue of "The Maryland Pharmacist" we asked "Should the McGuire Act Be Amended?" In this article we said, (and remember this is not hindsight, as it was twelve months ago since the unfavorable decision of Judge Chesnut and Judge Watkins in our federal court in Baltimore relative to the McGuire Act) we were convinced that fair trade would be on a much more solid foundation if we could legally prevent the rising flow of fair traded merchandise from non-fair trade states into fair trade states by mail order houses, discount houses, etc. Just what should be done about such a situation that is fraught with grave danger? Both Judge Chesnut and Judge Watkins decided that the McGuire Act does not cover shipments from non-fair trade states into fair trade states.

We felt that if we waited until the Circuit Court of Appeals and the United States Supreme Court acted upon the decision of Judge Chesnut and Judge Watkins, both able and learned judges, then it is our opinion a lot of valuable time will be lost and in the interim many large manufacturers operating under fair trade will naturally throw up their hands in disgust at this practice of fair traded products flowing from non-fair trade states into fair trade states at cut prices, and if the high courts uphold these two federal judges, which in all probability they will do, then fair trade will be struck a serious blow from which it might never recover.

We further stated with the possibility of an increase of state fair trade acts being declared unconstitutional and with mail order houses and discount houses and many others taking advantage of the opportunity to ship more fair traded merchandise below the price established by the manufacturer from non-fair trade states into fair trade states without much fear of unfavorable decisions by the courts, many manufacturers will take the position, that it is an absolute impossibility to enforce fair trade contracts.

We strongly recommend that an all out effort should be made (1956 Congress) to amend the McGuire Act in plain, definite and unmistakable language, that it would be just as much a violation of the McGuire Act to ship fair traded merchandise from a non-fair trade state into a fair trade state below the minimum resale price as it is now to ship fair traded products from one fair trade state into another fair trade state at a cut price, which in the latter case the courts have already decided is a violation of the McGuire Act.

We pointed out that the 39 fair trade states (since then five states have abandoned fair trade because of high state court decisions) are not much better off than the non-fair trade states unless the McGuire Act is amended to take care of this situation.

We even took our appeal to the 1955 convention of the National Association of Retail Druggists, pleading with them to attempt to amend the McGuire Act for the reasons explained above, but were completely ignored, being told there would be no new legislation until the high courts decided against us. We are afraid that it is too late after hurricane Edna and Connie have already done the damage to attempt to salvage what is left.

Why do we make this statment? Because what we predicted has just happened (May, 1957). The United States Court of Appeals in New York overruled a lower court decision, a two to one verdict, involving Masters Mail Order Company and General Electric Company. General Electric had sought an injunction that would stop interstate mail order sales by Masters of General Electric fair traded items at less than fair trade prices. Masters is located in Washington, D. C. (non-fair trade). The above lower court decision can be found in the latter part of this report under the heading "New York."

The court held that the place of resale was crucial to the decision even though purchasers might live in a state that had resale price maintenance laws. The place of RESALE is the place where title passes, the court held.

Chief Judge Clark said that Plaintiff protests that our reading of the statute will allow the District of Columbia to impose its policies on economic activities in New York. But the opposite construction will simply allow New York to dominate the economic activities of the District of Columbia.

Unless the United States Supreme Court reverses the United States Court of Appeals, (and we are bold enough to predict it will uphold this decision) it is hard to see how fair trade can survive unless the McGuire Act is amended to take care of this situation.

We can look forward to Masters and other discount houses establishing branches in non-fair trade states or plan newspaper and other advertisements to reach all fair trade states and selling all fair traded products below established fair trade minimums.

We would certainly like somebody to tell us how manufacturers can be expected to enforce their contracts under this high court decision, and if the United States Supreme Court upholds the Court of Appeals, we can only hope and pray that our life preservers are secure enough to keep up afloat until federal fair trade legislation is enacted.

Of course we fully realize that amending the McGuire Act woud not have solved all of our fair trade problems, such as protecting us against high state court unfavorable decisions where the non-signer concept and due process provisions have been declared unconstitutional. But it would have accomplished two things:—

1—It would have acted as a stop gap by not harassing manufacturers such as Sunbeam - General Electric, etc., strong pro fair traders, who have spent many thousands of dollars during the past few years in court action trying to prevent discount houses such as Masters from shipping fair traded merchandise below the minimum resale price from a non fair trade state (Washington, D. C.) into a fair trade state (Maryland).

2—The psychological effect would have been tremendous, and if the McGuire Act was amended by a very large majority such as when the original Act was passed 196-10 (House) 64-16 (Senate) then we would have been in the position of knowing just how far we could go in attempting to pass a federal fair trade act.

We would know how each and every member of Congress felt about fair trade and their interest in the small fellow and even assuming that we would not have been successful in enacting a federal fair trade act, at least we would have laid the foundation so as to be in a position to get quick action at the beginning of the 1958 session of Congress.

There is no question that our dilatory attitude has delayed by at least two years our success for new legislation, which is absolutely essential if the small independent retailers are to survive.

Due Process Provision

What is this due process provision of which we hear so much? The state due process provisions, after all, are substantially identical with the federal due process provision, according to Mr. Willis, an outstanding fair trade lawyer and many other legal authorities.

For example Article 1 - Section 1 of the Georgia constitution is identical with the 14th Amendment, which says "nor shall any state deprive any person of life, liberty or property without due process of law."

The United States Supreme Court has said unmistakably that no state violates that provision by passing a Fair Trade law. Yet the highest court of Georgia says the state does violate that provision by passing a Fair Trade law. How inconsistent. This is one situation where state rights has done irreparable harm to Fair Trade.

Are We As Retailers Cooperating Fully

We should ask ourselves as retail pharmacists, who are tremendously benefited by fair trade, whether we are doing our part by cooperating fully to make fair trade successful.

Do we have any right to ask any manufacturer to police and enforce his fair trade contract at a terrific expense both in time and money, unless we are willing to carry out our part of the bargain?

Is our job finished just because we are observing fair trade minimum prices? No, it is not.

As retailers, our loyalty to the program and particularly to the manufacturer is not to switch to non-branded products when a fair traded product is called for just because the profit is greater. We do not know to what extent this is being practiced, but we definitely have had complaints from manufacturers that fair trade cannot and will not long endure, when after expensive litigation and policing they have found many independents are not giving their wholehearted cooperation. Imagine if you can, a retailer saying to a company's shopper, and this has been reported to us, that he would like to sell the product a little cheaper but the company demands that he get the price established by them under the fair trade act and there is nothing he can do about it, but he has a similar product (non-branded) at a lower price.

Fair Trade is a two way street. If you as a retailer want fair trade to continue, then you must be loyal to those manufacturers who are endeavoring thru fair trade to see that you earn a legitimate profit (not an excessive one) on their products. But that is not all. Whatever happens, use discretion and do not put the blame on the manufacturer when a customer complains about the price being too high. Any manufacturer operating under fair trade who places too high a price on his commodity is committing economic suicide, as his fair trade competition is always alert to take advantage of such an opportunity by selling a similar product at a lower price. Also remember that the fair trade price is the lowest possible price a product is sold for in order to give the manufacturer, wholesaler and retailer a legitimate profit and at the same time give the consumer a quality product at the most reasonable price. Your cooperation will give the manufacturer increased volume and the greater his volume, the lower is his price to the consumer and the retailer. Parker Pen Company spoke for all fair trade manufacturers when they said in a letter to all their distributors, "We are determined to support fair trade principles as long as workable laws and dealer support exists."

Maryland

Since our last convention, we have witnessed plenty of action regarding fair trade violations in one particular section of our state (Silver Spring), and also in Laurel, and while the courts have not moved as fast as we would have liked them to move, the results that have been achieved are very gratifying.

While it is true that we sometimes feel the wheels of justice move too slowly, we must not forget the federal court in this jurisdiction has been overcrowded with fair trade cases as well as many other types of cases, and we are also of the opinion that there has been a deliberate delaying action by some defendants in constantly requesting postponement.

We wish to commend very highly the retail pharmacists in Montgomery and Prince George as well as some other counties for their patience in holding the line despite the cut-throat competition that has taken place during the past year in those sections, and we can only hope after the battle is over and the smoke has cleared away, they will be well rewarded for their patience by having all fair trade prices observed thru legal action.

Many retailers who are not familiar with court action relative to fair trade suits cannot understand why immediate action is not taken by the manufacturer once he has a report of the violation. We are not defending those manufacturers who give only lip service to violations reported to them, but we should not forget that a manufacturer must first exhaust every effort to reason with the violator to try to bring him into line and if this fails, must then build his case slowly with sufficient evidence to prove that all persuasions and warnings thru correspondence of the legal department as well as many personal contacts by representatives of the company were ignored by the violator. The company must also prove that it is coming into court with clean hands, that is, it has exhausted every effort to see that its contract is being enforced equally by all other retailers.

While we are very grateful to all those manufacturers who have made and are up to the present time still making a sincere effort to enforce their fair trade contracts, we would be very much remiss if we failed to extend our gratitude and heartfelt thanks and appreciation to Abbott Laboratories who actually laid the foundation for others by their courage in instituting suits against drug chains and independents alike who violated Abbott's fair trade prices, not only by selling below the minimum resale price but also those who were giving trading stamps with their fair traded products.

For example, Abbott had charged that the giving of "Top Value Stamps" by Drug Fair and the giving of "S. & H. GREEN STAMPS" by Peoples violated its fair trade contracts and the Maryland Fair Trade Law.

The suits were dismissed without prejudice by the United States District Court, Judge R. Dorsey Watkins, the defendants paying court costs. In the stipulations presented to Judge Watkins, the defendants both agreed not to offer or give any article of value in connection with the sale of Abbott products in Maryland.

"The issuance of trading stamps in connection with the sale of any such products shall be a breach of this agreement", the stipulations read, unless in addition to the minimum retail price established by such contract for such product, defendant charges an amount equal to the value of such stamps so issued.

In a previous action, Judge Watkins issued a permanent injunction restraining Louis Levitis, owner of the Wheaton Pharmacy, Silver Spring, Maryland from offering or giving trading stamps in connection with the sale of Abbott products. A consent decree was entered.

In the case of Abbott vs. Dart Drug Company, which was a direct violation of selling below the minimum resale price (no stamps) representatives of your Association followed this case very closely by attending every court session over several days, as we were very much concerned with the ultimate outcome. An adverse decision in favor of the defendant would have been a serious setback for fair trade in Maryland.

It was a very interesting as well as unusual case, in that the defense (Dart) contended that all products in Abbott's catalogue were in violation of the Maryland Fair Trade Act because they were not in free and open competition with other products of a similar class. Judge Watkins ruled otherwise after hearing testimony from Abbott's expert who refuted every statement of the so-called expert for the defendant. Abbott certainly deserves a lot of credit for laying the groundwork for other manufacturers who really want to enforce their fair trade contracts in this troubled Montgomery County.

We would also like to mention that we are very grateful to E. R. Squibb & Sons who has been granted an injunction against the Dart Drug Company of Silver Spring, Maryland as a result of legal action instituted by the company on grounds of violation of fair trade prices on Squibb vitamin products. Judge R. D. Watkins, presiding in the U. S. District Court for the district of Maryland in Baltimore, ruled against the Dart Drug Company, Friday, April 5, after a series of hearings extending over a week. Several retail pharmacists from the Silver Spring area testified in Squibb's behalf during the trial.

George S. Squibb, Director of Distribution for the pharmaceutical company, stated that the suit against the Dart Drug Company is consistent with Squibb's support of practices of fair trade in the drug industry to maintain the high professional standards essential to the interest of public health.

He further stated, the suit is concrete evidence of Squibb's determination to assure observance of price levels authorized by state and federal statutes, wherever applicable, including both the slashing of prices and the use of trading stamps. Squibb has consistently supported principles and practices of fair trade, and by taking legal action against the Dart Drug Company, is continuing its campaign against violators of the fair trade laws.

We were very much elated over the favorable decision of Eli Lilly & Company in the Dart Drug Company case, particularly as it was in a state court which means we now have both federal and state court decisions against the Dart Drug Company. Dart laid great stress upon the alleged widespread use of trading stamps as one of the main defenses. Fortunately the judge upon completion of the case, stated from the bench that in his opinion the plaintiff was entitled to an injunction prohibiting the defendant from further price violations on Lilly's products because of the company's record in enforcing the fair trade policy over many years.

M. L. Meisner, manager of the Washington District speaking for Eli Lilly & Company explained that the company has been sincerely and honestly interested in vigorous enforcement ever since the inception of fair trade and will continue this policy vigorously in the future, and that in his position as Manager of the Washington District he shall continue to exert every effort to support Eli Lilly & Company's demonstrated position.

The Association wishes to express its gratitude to many retail pharmacists from Montgomery County who appeared as witnesses for Abbott, Squibb and Eli Lilly in the above cases.

While other manufacturers have also instituted suits against Dart Drug Company there has been no final court action in these cases up to the present time, but we want them also to know we are grateful for their cooperation.

Kentucky

In a most unusual decision Judge MacSwinford of the federal district court held both the McGuire Act and Kentucky's fair trade law unconstitutional and that neither of these laws is a lawful exercise of the police power.

What he actually says is that the United States Supreme Court's Old Dearborn decision of 1936, considered by many a cornerstone of the fair trade structure, does not bind non-signers to fair trade contracts.

The decision was in the case of Sunbeam vs. Richardson Hardware Co. and Barron County Hardware Co. of Glasgow, Kentucky, both of these companies selling Sunbeam products below the minimum resale price.

Many legal experts in the field of fair trade point out that this decision marked the very first time that a federal judge has "categorically" denied the constitutionality of the McGuire Act. The United States Supreme Court while refusing to review lower court decisions favorable to the McGuire Act, has itself not ruled on the law.

He further stated "an act of the legislature in the name of the police power of the state to regulate business of any kind cannot be permitted to suspend the Bill of Rights which guarantees as inherent and unalienable the right of acquiring and protecting property and the right to engage in any business or occupation and make contracts in reference thereto. It has been judicially determined that the fair trade statutes, such as the one in question, are more in the nature of patent rights or copyright protection, and are for the benefit of the manufacturer and not for the benefit of the whole people of the state."

This decision is very unusual because until the decision was rendered, the federal courts had generally upheld the validity of both federal and state fair trade laws, despite the fact that some federal judges, such as Judge Wright of New Orleans, Louisiana had clearly indicated personal opposition to fair trade.

Fortunately, as anticipated by many eminent members of the legal profession, the above decision was reversed by the appellate court with full details given below by the Bureau of Education on Fair Trade.

U.S. APPELLATE COURT UPHOLDS CONSTITUTIONALITY OF FAIR TRADE

Reverses Lower U. S. Court On McGuire Act, Says High State Court Must Rule On Kentucky Law

The U. S. Court of Appeals for the Sixth Circuit has upheld the constitutionality of the McGuire Act, the Federal enabling statute for state fair trade laws, thus reversing a ruling by a lower court in Kentucky which held that both the McGuire Act and the Kentucky Fair Trade Act were unconstitutional, Dr. John W. Dargavel, executive secretary of the National Association of Retail Druggists and chairman of the Bureau of Education on Fair Trade, reported today (TUESDAY) to trade groups and individuals concerned with fair trade over the country.

In the same decision (Sunbeam Corp. vs. Richardson et al), the U. S. Court of Appeals for the Sixth Circuit also ruled that the constitutionality of the Kentucky fair trade law under the Kentucky State Constitution should not be decided by a lower Federal court and must be determined by the Kentucky state court of last resort. The decision of Judge MacSwinford of the U. S. District Court at Bowling Green, Kentucky, was thus reversed on both the McGuire Act and the Kentucky Fair Trade Act.

With respect to the McGuire Act, the Sixth Circuit Court of Appeals noted that the Supreme Court of the United States had held that the state fair trade laws did not violate the Federal Constitution (Old Dearborn Distributing Co. vs. Seagram Distillers Corp.) and that the constitutionality of the McGuire Act has been upheld by the Fifth Circuit Court of Appeals (Schwegmann Bros. Giant Super Markets vs. Eli Lilly Co.) The U. S. Supreme Court refused to review the latter decision and dismissed appeals "for want of a substantial federal question in cases from state courts holding constitutional fair trade acts, similar to that in the instant case."

The Sixth Circuit Court of Appeals added that the U. S. Supreme Court (U. S. vs. McKesson & Robbins) had stated of the McGuire Act that "it was not only bound by the limitations marked by Congress, beyond which price fixing may not go, but was also bound to construe such limitations strictly, since resale price maintenance is a privilege restrictive of a free market." The Sixth Circuit Court of Appeals concluded that "the foregoing is certainly persuasive that the Supreme Court views the McGuire Act as not invalid on constitutional grounds. Because of this strong implication, and because of the cases above cited, we are of the view that the district court erred in holding the McGuire Act unconstitutional."

Constitutionality of the Kentucky Law

On the issues of a lower Federal court ruling on the constitutionality of the Kentucky fair trade law under the Kentucky Constitution, the Sixth Circuit Court of Appeals cited an earlier decision of its own (Walker at al vs. Felmont Oil et al), as follows:

"'Conflicts in the interpretation of state law, dangerous to the success of state policies, are almost certain to result from the intervention of lower federal courts . . . The reign of law is hardly promoted if an unnecessary ruling of a federal court is thus supplanted by a controlling decision of a state court. . . . There is no direct ruling by the Kentucky Court of Appeals on this question. No matter how seasoned the judgment of the District Judge may be, it cannot escape being a forecast rather than a determination . . . Uniformity throughout the state with respect to this important question of property rights is not promoted by the exercise of federal jurisdiction in this case.'"

The Court concluded: "Under the circumstances of the instant case, we are of the view that comity and a regard for the consideration of the court of last resort in Kentucky require that the determination of the constitutionality of the State Fair Trade Act under the State Constitution be held in abeyance until the issue has been determined by the Kentucky Court of Appeals."

Indiana

The non-signer clause of Indiana's Fair Trade Act has been ruled unconstitutional by the State Supreme Court in a case brought by Bissell Carpet Sweeper Company of Michigan against Shane Company. This is the eleventh state that has eliminated fair trade.

Utah

In a case involving General Electric vs. Broadway Merchandising Co. a Salt Lake City discount house, the State Supreme Court in a unanimous decision ruled that fair trade contracts between manufacturers and retailers are actually price fixing, which is prohibited under the Utah State Constitution.

Justice J. Allan Crockett who wrote the decision declared there was some "merit" in the reasoning in support of Utah's fair trade act, but he decided that the consideration of critical moment devolves upon the particular wording of the state constitution.

The court quoted Article 12, Section 20 of the Utah Constitution which states:

> "Any combination by individuals, corporations, or associations having for its object or effect the controlling of the price of any product of the soil, or any article of manufacture of commerce or the costs of exchange or transportation, is prohibited and hereby declared unlawful, and against public policy."

The court further held that the salutary claims advanced in favor of fair trade, even if warranted, would not alter the fact that such an operation was in violation of the state constitution.

This is the fifth state to rule fair trade unconstitutional. The other states are Nebraska, Indiana, Oregon and South Carolina. Arkansas, Colorado, Georgia, Kentucky, Louisiana, Michigan and Virginia have outlawed the non-signer clause, while still permitting fair trade to continue.

It seems that one by one the state supreme courts are gradually knocking off fair trade laws, which gives a very dismal outlook for the future of fair trade.

As soon as fair trade was outlawed in this state, advertisements appeared cutting fair trade prices much below the established minimum. As for example—a large General Electric Radio—fair traded at $39.50 was immediately reduced to $28.91.

New Mexico

In the district court of Albuquerque, Judge Robert W. Reedy in the case of Skaggs Drug Center vs. General Electric Company and Miles Laboratories, fair trade law was upheld.

Judge Reedy pointed out that the majority of state supreme courts which have ruled on the fair trade laws, have upheld these state acts. He declared that due deference should be given to the legislature which passed the Act in 1937 and has not seen fit since that time to make any amendments or additions thereto.

Pennsylvania

Hess Bros., Allentown, Pennsylvania, a notorious price cutter appealed to the United States Court of Appeals for the third circuit, from a preliminary injunction granted by a lower federal court in a fair trade suit brought by Norman M. Morris, distributor for the Swiss Omega Watches.

Thomas H. Rothwell argued the plaintiff's case in defense of the constitutionality of the McGuire Act. He stated that the classic "Old Dearborn" decision by the United States Supreme Court in 1936 is generally considered to have established the constitutionality of enforcement of state fair trade laws against non-signer contracts.

Hess Bros. challenged the right of a distributor or a wholesaler to enforce fair trade prices on the grounds that the privilege only extends to a producer or trade mark owner. However, counsel for Morris Company cited several decisions of low courts recognizing the right of distributors to enforce minimum fair trade prices.

Hess Bros. was also held in contempt of court and fined $500.00 for selling Casco Irons below the fair trade price. The court held that Hess Bros. violated a consent decree reached previously under which the store agreed that except for Casco Irons then in stock it would not sell any more below the $15.95 fair trade price. When Hess sold Casco Irons for $10.00 the court said this was a deliberate design to challenge the authority of this court.

Massachusetts

Judge Aldrich of the federal court in Boston ruled that a manufacturer is not entitled to a fair trade injunction unless he acts to curb the giving of trading stamps by retailers handling fair traded products.

It was the defendant's position that the issuance of stamps by stores violates fair trade agreements. Colgate argued that the issuance of stamps is not price cutting but an innocuous discount for cash.

Judge Aldrich ruled that issuance of trading stamps constitutes a violation of fair trade. The court later granted Colgate a preliminary injunction against six alleged price cutters when the company complied with the Court's ruling by sending registered letters to a number of super makets issuing trading stamps notifying them that they must cease issuing stamps with Colgate's fair traded products if they wanted to avoid court action. When three of the supermarkets failed to comply Colgate filed fair trade injunctions.

This action was taken by the court despite the fact that Massachusetts does not have a provision in its fair trade act that bans the giving away of coupons, stamps or other giveaways. (Maryland has such a provision).

Ohio

With the trend seemingly running against fair trade, it was indeed heartening when the Ohio Fair Trade Act was upheld unanimously as constitutional by the Court of Appeals for Lake

County. The decision was particularly important in this case (Union Carbide and Carbon Corporation vs. Bargain Fair, Inc.) as it is the first time any court in Ohio above the lower court level has considered the question of the constitutionality of the Ohio Fair Trade Act. The defendant was not a signer of a fair trade contract and the favorable decision is in contrast to the many high state courts which have in the past two years held that a non-signer is not bound by the fair trade act in those particular states.

In its decision the court said the defendant:

1. Purchased the Prestone in legitimate channels.
2. Had full knowledge of the restrictions at the time of purchase and therefore was not an innocent purchaser for value.
3. Sold it at less than the minimum price.
4. Had due notice of the agreement as to price.
5. Sold it knowing of the restrictions and did so willfully.

Louisiana

Louisiana, the home of Schwegmann, the most bitter opponent of Fair Trade, dealt a severe blow to Fair Trade when the Louisiana Supreme Court unanimously reversed the decision of two lower courts and held that the non-signer clause of the state fair trade law violates the state constitution in the Tichenor Antiseptic vs. Schwegmann Bros. case.

The court ruled that the non-signer clause constitutes an unlawful delegation of power to manufacturers in that it enables manufacturers to hold retailers to a contract even though they may not have signed such a contract.

The result of this decision is bound to bring chaos in the drug field in Louisiana, especially where prescriptions are concerned, as Schwegmann immediately following this decision, sent a letter to all physicians in the area quoting to them the very low prices at which patients could have their prescriptions filled, which in many instances were less than regular wholesale prices to retail pharmacists.

For example, a leading brand of prenatal vitamin capsules which lists at a fair trade minimum of $4.12 and costs the retail pharmacist $2.75, was being sold by Schwegmann for $2.16 to the consumer. Another item that cost the retail pharmacist $2.50 and fair traded at $4.17 was offered to the public for $2.23. Another—Meticorten (100's) 5 mg—for $15.39 on prescription.

Not being satisfied with the above tactics, Schwegmann further emphasized to the public by means of an advertisement that they had been paying exorbitant prices under fair trade, and to prove his point he invited all customers who bought Meticorten and also other expensive drugs just prior to the court's decision, to bring in their prescription numbers so his company could refund the difference in price. "It was an overcharge" said Schwegmann and now that it has been legally determined that we do not have to overcharge you, we want you to have your money back.

The answer to this is very evident. What Schwegmann loses on his prescription department is more than made up when he lures the public into his supermarket with such loss leaders—by selling off-brand non-fair traded products in the other departments at a tremendous profit. The public is lead to believe because of the low prescription prices that everything bought at Schwegmann is practically at cost or slightly above.

Despite the fact that we have a stamp problem, and there is some chiseling here and there on fair trade products, one must agree that fair trade in Maryland is a life saver when compared with no fair trade in Louisiana and some other few states.

Note—Fair Trade has been rendered ineffective in this state by the adverse decision of the high court of Louisiana.

New York

In a suit brought by General Electric vs. Masters Mail Order Company of Washington, D. C., Judge Bicks enjoined Masters from evading the New York fair trade law by selling fair traded General Electric appliances to customers in New York at cut prices and shipping the merchandise by mail.

In a previous court decision Masters was enjoined from cutting prices on Genreal Electric appliances at its New York outlet. Judge Bicks notes that the company in New York dictated every move of its branch in Washington, D. C. He pointed out that the two companies have the same officers and management personnel. In thanking customers for orders received, the decision cites the following example:

> "Thank you for your recent mail order. A court injunction against us prevents us from selling merchandise below fair trade price list. Masters of Washington, D. C. offers the merchandise you ordered at a substantial discount."

He stated that the D. C. office was formed for the specific purpose of evading the New York law. In view of the fact that the New York statute has been upheld by the New York Court of Appeals, he ruled that such activities violate the statute. In other words Masters was doing indirectly what the court said it could not do directly, that is, the company sold thru its D. C. office fair traded General Electric appliances below the fair trade price to the same customers in New York to whom the New York store was forbidden to offer comparable discounts in an earlier court decision. The question was where the sale was consummated, in D. C., a non-fair trade state when the customer sent the check to the D. C. office, or in the state where the customer resides. The court felt it was completed in the latter state which has a fair trade law (New York).

"The New York fair trade act cannot be dodged by the 'gimmick' of posting in Washington," declared Judge Bicks, with reference to the method of distributing the advertising circulars.

On May 15, the United States Court of Appeals reversed the above decision. The court held that title to the goods even on C.O.D. transactions passed to the purchaser in Washington and so the sales were not subject to New York fair trade laws.

No doubt, General Electric will ask the United States Supreme Court to review the decision of the United States Court of Appeals.

Colorado

In another crushing defeat the Colorado Supreme Court became the 9th high court to invalidate either the non-signer clause or an entire state fair trade statute on constitutional grounds since enactment of the Federal McGuire Law in 1952.

The court said that the delegation of price fixing authority to private persons is an unconstitutional application of legislative powers, of benefit only to special groups. The court further stated, "any act of the General Assembly which arbitrarily destroys or impairs the right of an individual to full use and enjoyment of his property, lawfully acquired and permits fixing of prices for the benefit of a special group is opposed to the constitutional concept of free people—and should not be allowed to stand."

"The average consumer of goods, said the court, will find scant comfort in a situation which compels the public to pay a higher price for merchandise under the fair trade law solely because a manufacturer has entered into an agreement with one or more Colorado dealers, fixing the price of his product and by which all other dealers are bound, with the result that prices are forced upward."

It is evident that such decisions as above and also in many of the other court decisions, declaring state fair trade acts unconstitutional prove without any doubt that the individual judges are hostile to fair trade and under such circumstances are not capable of viewing it in a judicial impartial perspective. Their views, in our opinion, are based on economic prejudices and not judicial consideration of fair trade principles.

West Virginia

Judge Ben Moore in the U. S. District Court in West Virginia, held invalid section 6 of the state fair trade act, under which non-signers who practice price cutting were subject to damage suits. It means the non-signer section of the West Virginia Fair Trade Act has been ruled unconstitutional.

The suit was brought by General Electric Company against Samuel Wender of Oak Hill, West Virginia, owner of appliance stores.

"It is my opinion, that the non-signer provision of the fair trade act was not within the scope of the act's title," Judge Moore declared.

He further stated, "Certainly no person reading the title would expect to find, on reading the act, that, instead of the protection to trademark owners being secured through the use of voluntary contracts, it is accomplished by establishing sanctions applicable also to merchants who have not signed the contracts."

He said that the act, in so far as it applies to non-signers of contracts, "brings an object into the act which is not only not expressed in the title, but which is the plain antithesis of the title."

As this decision was rendered only a month ago (May, 1957) it is anything but encouraging especially since it was a federal court decision. This is unusual, as a large majority of favorable fair trade decisions have been made by federal courts.

In conclusion, we wish to thank the large majority of our fellow pharmacists in the retail drug industry who have in every way given us their wholehearted cooperation.

We are also extremely grateful to Secretary Joseph Cohen for his invaluable assistance in straightening out our many complaints during the year. The Journal, of which he is editor, has endeavored from month to month to give the drug industry in Maryland an up-to-date picture of fair trade, not only in our own state, but the entire country. He has always given us his complete and full support. The committee is also very grateful to our counsel, Bernard S. Melnicove for his able advice and guidance.

We have tried to serve our fellow pharmacists as seriously and conscientiously as we know how, and if in any way we have failed, it is not because we have not put forth every effort to correct every situation called to our attention. The patience of our members in those sections which have cut-throat competition is highly commendable. Thank you.

At the conclusion of Mr. Solomon's Report, Mr. Lloyd N. Richardson moved that a rising vote of thanks be given to Mr. Solomon, in appreciation for his untiring efforts in behalf of Fair Trade.

Dr. Robert L. Swain paid tribute to Mr. Solomon's grasp of the many facets of Fair Trade. Dr. Swain commented on Mr. Solomon's foresight of the imminent problems facing Fair Trade by reminding the Convention that Mr. Solomon asked for strengthening of the Fair Trade laws at the 1955 Convention of the National Association of Retail Druggists held in Atlantic City. His remarks at that time met with a cool reception, but the events that have followed since then have proven that his fears were well founded.

MEMORIAL SERVICES

Joseph Cohen, Secretary

Mr. President and Members of the Maryland Pharmaceutical Association:

Let us pause in the deliberations of this Convention to pay tribute to those of our colleagues who have passed away since our last annual meeting.

It is with deep sorrow that I report that seventeen pharmacists have been called to their eternal rest during the past year. I herewith submit a list of their names:

LAWRENCE W. ARMENTROUT
ISAAC FLOM
JULIUS GRIEF
WILLIAM D. HILL
NORMAN R. HITCH
J. THOMAS HOLLAND
BYRON R. HORN
JOSEPH D. JAMIESON
CHARLES E. JONES
LAWRENCE R. LAROQUE
FULLER NANCE
PAUL T. PARRISH
THOMAS ELLSWORTH RAGLAND
EDWARD V. RUTKOWSKI
OWEN C. SMITH
OWEN R. STAGMER
HARRY O. TROWBRIDGE
MORGAN N. WALSH

And now let us stand in silent devotion and offer a prayer in memory of our friends and associates who have departed this Earth.

At the conclusion of the committee reports, President Macek thanked all of the Chairmen and the Committees for their reports commending them for their fine efforts.

Mr. Macek asked for full and prompt attendance at all meetings. He announced the Early Bird Prize would be drawn at 10:00 A.M. each morning to be followed by several other substantial prize drawings during the course of the morning. He asked all to register as soon as possible and to wear badges at all times.

President Macek called on Convention Chairman Levin to announce the entertainment features for the evening.

The First Session stood adjourned at 5:00 P.M.

SECOND SESSION

Tuesday, June 25, 1957

The Second Session of the Diamond Jubilee Convention was called to order in the Colonnades Ballroom by President Macek at 10:00 A.M.

Father Hugh A. Kennedy, Society of Jesus, Rector of the Novitiate of Saint Isaac Jogues, Wernersville, Pennsylvania, offered the Invocation.

President Macek called on the Convention Committee for the drawing of the Early Bird Prize. He announced the drawing of other valuable prizes during the course of the morning.

Mr. Macek introduced First Vice President, George M. Schmidt. Mr. Schmidt took the Chair and called on President Macek to deliver his Address which follows:

PRESIDENT'S MESSAGE

Frank J. Macek

It is with a feeling of pride and satisfaction that I welcome you to this 75th anniversary of the founding of the Maryland Pharmaceutical Association in 1882.

It seems particularly fitting that this diamond anniversary of our Association should be held in the beautiful and exhilarating environment afforded by Galen Hall. While our Association has met at many splendid places during its life, it is an interesting fact that its best conventions have been held here.

Last year, attendance broke all previous records, and this same fact held true for every convention detail. And, unless the pre-convention indications fail, our convention here this year will establish new records.

I mention these facts because they seem to me to indicate that not only is our Association a strong, virile body, but it is also the agency to which the members of our profession look for its betterment and continued progress.

History

As we stand assembled here this morning, our minds go back to that hardy group of men who brought the Association into being in 1882. And, while I shall not discuss at any length the historical growth of our Association, as this will be dealt with most expertly by others on the program, I think it interesting to point out that we stand today pretty much in the same position as did those fathers of the Association. They had no way of knowing what would be the status of pharmacy in Maryland in 1957. They were concerned only with setting up an organization which seemed suited to the needs of pharmacy in 1882.

But, as so often happens, they builded better than they knew. While we have no way of knowing what will be the status of pharmacy 75 years from now, in the year 2032, we know that the Association has manifested that adaptability and that comprehension which will make it still more useful in meeting the problems of that distant period.

It is highly likely that those pharmacists who assemble for the 150th anniversary of this Association will also be conscious of the fact that their forebears also builded better than they knew.

World Affairs

Meeting as we are in this highly favored spot of nature, we are conscious of the fact that world affairs, as has been true for so many years, continue to be tense, angry, dangerous. During the past year there have been times when it seemed that armed conflict could not be avoided. The extremely sensitive conditions in the Middle East gave rise to apprehension throughout the world.

The Suez crisis had serious repercussions which, for a time seemed certain of breaking down our country's alliances with England and France. There has scarcely been a day since we last met here that has not been fraught with the portent of actual or potential dangers to us as a people.

That we and the world at large have been spared the unspeakable horrors of atomic warfare should lead us prayerfully to thank Divine Providence and to manifest that confidence in our national and world leadership which has been astute enough to hold us back from the brink of war.

Fervently we hope, and earnestly we pray that in the months and in the years ahead, nations will come to reason together so that world peace, based upon decency, respect, and justice for all, may be a blessed reality.

Inflation

Going hand in hand with the highly irritated state of world affairs is inflation here at home. Indeed, in the minds of many deeply serious students of our domestic affairs, we are in for a period, perhaps a long period, of inflation.

It is customary to refer to this as "creeping inflation" for the purpose of hiding the actual facts or attempting to sugar-coat the pill. But, if an inflationary period is inevitable, we in the conduct of our own businesses must be acutely aware of all this.

In addition to inflation, there is the prospect of a long, long period of excessively high taxation. We may resent this, we may rebel against it, we may vent our spite against the government, but as long as world affairs remain so dangerously inflamed, we should be called upon to provide, through taxation, the vast amount of funds necessary to provide for our national security and at the same time make those contributions to our friends throughout the world which will enable them to maintain their own security.

All of this will, of necessity, produce a squeeze upon the profitable operations of all forms of business. With competition tending to hold prices down, and with inflation always pushing them up, it will require high managerial capacity upon the part of all of us to maintain that profitable operation of our business which is utterly essential to survival. No price should be too high to pay for peace.

Any carefully evaluated opinion of the months which lie ahead suggests the wisdom of our so adjusting our affairs as to make them conform, as safely as we can, to this period of inflation, high taxes, high overhead, because only in so doing can we minimize the squeeze upon profitable operations which these conditions make inevitable.

Professional Service

Now, directing our attention primarily to matters of great interest to us, as pharmacists, let us understand that the retail drug store is, always has been, and always will be a two-sided personality. It is a truly professional health service institution. It provides professional services utterly essential to the health and well being of our people. Through its prescription department service it makes an invaluable contribution to the treatment of disease and the sustained progress of medical care.

These facts should be kept in mind as they should inspire us to emphasize the professional aspects of retail pharmacy. This should bring about those changes in the appearance of our drug stores which will instinctively impress the public that they are health service institutions of the first magnitude.

We should seek to have our prescription departments and our drug and pharmaceutical departments actually dominate the store and give a professional tone and character to it.

If you will realize the wisdom of putting first things first, and then strive to see that they remain there, we should find it much less difficult to maintain proper and adequate relations with the public. The public has a keen appreciation of health and medical care problems, and an equally keen appreciation of its stake in them.

Public Relations

If we can induce the public to see our retail drug stores in the light of their basic health care functions, there would certainly come about a higher public appreciation of what pharmacy is, what it stands for, and what it means to the public generally.

If we are sincere in our desire to better our relations with the public, then this desire must manifest itself in those overall activities which are concerned with health matters in which the public has a vital stake.

Basic to all this is the need to make our drug stores attractive, and appealing from a good housekeeping point of view. Nothing is more certain to stir adverse public reaction than a drug store cluttered up and disorderly in appearance, with the windows dull and drab, to say nothing of the unsanitary conditions which prevail.

I emphasize this good housekeeping concept because the public has a right to look to us to conduct our professional services in an environment which reflects our sense of professional responsibility and civic obligation.

Front Volume

In addition to the professional services which pharmacy carries on it must, of necessity, engage in the distribution of many products which we collectively refer to as our "out front volume." It is true that at least 65% of our overall drug store sales is made up of tooth pastes, shampoos, shaving products, baby goods, feminine hygiene products, first aid merchandise, and a wide variety of merchandising categories which we have long regarded as constituting basic drug store lines.

Most of these lines made their debut in our retail drug stores, and they have been identified with retail pharmacy from the very beginning. We have every reason for doing our best to expand and sustain our volume in our "out front" merchandise lines. Those we have in mind are by no means inconsistent with professional pharmacy and indeed in many instances they give greater force and strength to our professional services.

Here, too, we find need to re-survey the competitive conditions confronting us, because we find that our "out front" volume is under heavy fire from many sources.

We are all acutely aware that supermarkets and other large mass non-drug outlets are making an aggressive bid for more and more volume in our "out front" merchandise lines. It is conservatively estimated that these non-drug outlets have reached the billion dollar level in their sales.

It is this challenging fact which stimulated DRUG TOPICS to initiate the "Lost Sheep Crusade" the purpose of which is to face retail pharmacists with the real facts of their competitive situation, and to stir them to more efficient efforts not only to hold their "out front" volume, but also to halt the drift of these basic drug store lines into non-drug outlets.

This crusade emphasizes one of the most serious competitive problems confronting retail pharmacists and it behooves all of us to give serious thought to our own store operations so that we may become part of this nation-wide fight to keep the drug business in the drug store.

This is our fight, and we should put into it all of our managerial ability, all of our merchandising know-how, and every other resource which will enable us to attain the vital goal of keeping the drug business in the drug store.

Equality of Opportunity

Closely associated with this competitive situation is the Equality of Opportunity bill now pending before Congress. This bill has only one purpose, and that is to restore to the Robinson-Patman Act its original authority to prevent manufacturers from making fair-haired boys out of their favored large outlets at the expense of all the rest.

Under the Robinson-Patman Act, as originally intended by Congress, manufacturers were compelled to treat all outlets alike, be they large or small. It particularly outlawed under-cover handouts, secret rebates, and other economic favors which were given to some and denied others.

If this bill does not pass, we may find that smaller outlets will be forced to compete with other outlets which receive any and all kinds of economic and competitive favors, thus giving them an unwarranted and unjustified competitive advantage.

I hope this convention will go on record as vigorously approving the enacting by Congress of the Equality of Opportunity bill, and that both Maryland Senators and all our Congressmen will take an active interest in having the bill written into law. It has a vital bearing upon the economic strength and stability of small business, and our delegations in both houses of Congress should be made aware that we expect them to stand side by side with us with respect to this most urgent matter.

Fair Trade

Closely connected, too, with the competitive problems precipitated by the invasion of the drug field by mass non-drug outlets is the whole matter of fair trade. If, perchance, fair trade should fade out, what conditions would prevail in the distribution of our basic drug store merchandise lines?

These mass non-drug outlets already have the advantage over us of store traffic, car facilities, and other shopping conveniences If to these were added cut-pricing of fair traded drug store products, it seems inevitable that the outcome would be disastrous to us.

While there is no reason for me to go into details with respect to the fair trade situation, both in the nation at large and in our own state of Maryland—as this will be expertly handled by our highly competent Mr. Solomon— I do feel urged to state clearly and openly that fair trade observance is a two way street.

I mention this, because we know that fair trade delinquency has shown up in the manufacturing field, and that it prevails in the retail pharmacy field. If we expect the manufacturer to want fair trade, we have got to show him that we want it.

It is highly essential that we, as retail pharmacists, show that interest in fair trade matters which will command a compensating interest upon the part of the manufacturer. The surest way to bring about the collapse of fair trade is to let the manufacturer know that we have no interest in it. And, conversely, the surest way to stimulate the manufacturer's interest in fair trade is to let him know that we, also, have a vital interest in it.

The one best way of emphasizing this interest is to give store display, merchandising push, and sales effort, to the products of those manufacturers who have shown that they are heart and soul in support of fair trade.

Interprofessional Relations

It is gratifying to note that our Association seems to be stronger than ever with respect to its relations with the allied health professions, and also with the Maryland State Department of Health and with the Baltimore City Health Department.

The Association has been actively identified with many projects carried on by these departments, and our profession has gained in stature and recognition because of this. The benefits from such activities are well emphasized by the part our Association played in the aims and purposes of Diabetes Detection Week. Here we stood side by side with medicine and our public health administrative agencies.

It is to be hoped that it will be the sustained policy of our Association to cooperate wholeheartedly and effectively in all efforts having to do with the progress and betterment of medical care.

Business Relations

I think it pertinent to point out that our wholesaler-retailer relationships are good. Our wholesalers have shown a willingness to work with us and through us on projects of mutual concern. They seem to realize that the welfare of the wholesaler and retailer are so closely intertwined as to justify the heartiest cooperation by both.

However, our relations with manufacturers do not seem to be as good. We are aware that many of them are reluctant to enforce their fair trade contracts, and this has tended to endanger the good will which should prevail among manufacturers and retailers.

Of course, three splendid examples of manufacturer cooperation are afforded by the actions of Abbott Laboratories, Eli Lilly Company, and E. R. Squibb and Sons to enforce their fair trade contracts. The efforts of these three great companies have been to stimulate greater interest upon the part of retailers in fair trade, and they are entitled not only to our thanks and appreciation but to our active cooperation and support.

No discussion of our relations with manufacturers and wholesalers can be complete without our expressing a desire for their more active aid and assistance in inaugurating well planned, hard-hitting newspaper advertising in our behalf. One of the great advantages which the large non-drug outlets possess is the ability to have page after page of consumer advertising in our great metropolitan newspapers.

It stands to reason that if we pharmacists are to have anything approaching a fair access to public opinion, we must develop cooperative advertising programs which will enable us to make mass appeal to the public. Effective newspaper advertising is utterly beyond the reach of the average pharmacist, but with the help and cooperation of our manufacturing and wholesaling friends, cooperative advertising programs can be worked out which will give us an opportunity to compete with these large non-drug outlets in a much more effective and productive manner.

It is to be hoped that the Association will become more militant in this respect so that more manufacturers and wholesalers can be made to see our problems and work more closely with us in meeting them.

Fraternal Associations

It is gratifying to note that the relations between our Association and the Baltimore Retail Druggists' Association; the Allegany Pharmaceutical Association; Eastern Shore Pharmaceutical Association; and the Prince Georges Montgomery County Pharmaceutical Association are most cordial.

Each of these groups has its part to play in the pharmaceutical scheme of things, and we are happy that all of them are working together for the betterment of pharmacy and its progress in all parts of the State. Our central office has worked closely with each of these organizations, with the result that they are acting, thinking and planning as a team, and this, of course, is as it should be.

Membership

I am sure you will be pleased to know that, together with increasing the dues to $25.00 a year, there has come about an increase in membership. This is a most hopeful sign, as it indicates that our members do not place a cheap price tag on the activities of their Association, and that they see the necessity of giving it that financial support essential to its performing the tasks entrusted to it.

I doubt that there is a pharmaceutical association in the United States that is more deeply interested in the financial and professional betterment of its members or that is working more consistently and more efficiently toward that end. Every matter of pharmaceutical interest and concern receives the attention of the Association, and this, too, is as it should be.

If we are determined to support the Association morally, financially, and actively, we can depend upon it to do the job in the most effective manner. Now, in making this observation, I do not refer to passive or luke-warm participation in the Association's affairs. Our Association is so interested in the welfare of pharmacy and so committed to programs for its betterment that it requires and should command our active shoulder-to-the-wheel support and cooperation.

Radio and TV Programs

At this point, let me express my appreciation of the extremely interesting radio programs which our Association has broadcast every month, for many years, over station WFBR. This cordial relationship terminated as of May. Through the cooperation and generosity of Station WCAO, the Plough, Incorporated Station, the Association shall continue these fine public relations programs.

There are other programs, WBAL and WBAL-TV have devoted much valuable radio and TV time to Pharmacy over their two fine stations. They have been most cooperative with the Association in many ways. A color television set has been donated by them to be awarded as a major prize at this Convention.

These programs are carefully prepared, and deal with matters which present pharmacy to the public in a most constructive way. In fact, I consider them of the greatest possible value in giving the public a higher appreciation of what pharmacy is and of its contributions to the health and well being of the people.

But, I am also aware that we have not put them to the best use. I very earnestly urge every pharmacist to acquaint himself with the dates and hours upon which these broadcasts are to be made, and to display in their store and windows a placard or sign calling attention to them.

This is important, because even here, intense competition rages. Many of the big radio shows take newspaper space to alert the public to them. Of course, we cannot adopt any such plan, but we could stimulate public interest in our radio and TV programs by the simple means of displaying store and window signs calling attention to them on the day or the day before they are to be made.

I urge you to take this matter seriously, because I am convinced that we are not getting the benefits which would be coming to us if the public would follow these broadcasts more frequently.

Let me again say that these broadcasts conform to the highest standards of interest and timely subject matter, and we should do our best to make them more effective.

The suggestion I made here with respect to window and store signs would be a step in the right direction.

Our Secretary

This address would not be complete without my paying my personal and official tribute to our secretary, Joseph Cohen. During my term of office, I have been in almost daily contact with him, and I know just how earnestly and thoughtfully he goes about his work.

I wish all of you could have been with me at the meeting of the American Pharmaceutical Association, held recently in New York, so that you could see the place which Secretary Cohen is making for himself in the national councils of our profession. He has served during the past year as a member of the legislative committee of the American Pharmaceutical Association, and was elected to the executive committee of the Conference of State Association Secretaries. Just the other day, Thomas D'Alesandro, Mayor of the City of Baltimore, named our Secretary to serve on the Committee for Decency. This committee is charged with cleaning the newstands and magazine racks of obscene publications.

I mention these matters merely to indicate that the work which he is doing for our benefit here is being recognized in our national organizations. Again, I am happy to pay him my personal and official tribute for the job he is doing so faithfully and so well for the betterment of pharmacy here at home.

The Auxiliaries

By way of conclusion, it is satisfying to note that the attendance at this, our 75th anniversary convention, is the highest ever. This happy circumstance is due, in no small degree, to the day in and day out cooperation given by the TAMPA and its counterpart, the LAMPA.

The TAMPA has long earned the right to be known as the big brother of the Association, so effective, so consistent, and so dependable is its cooperation and support. I wish to express my personal and official thanks to the TAMPA for the aid and assistance which it has given to the Association's affairs not only this year but through the whole of its existence. It is a great asset to pharmacy in this state, and I know that our members so regard it.

While the LAMPA is only a few years old, it will soon justify the title of "The Sisters of the Association" if the enthusiasm and earnestness of its work becomes its permanent pattern. We thank the girls for their interest, for their cooperation, and for the support and publicity which they have given to our Association affairs.

It is time I brought this address to a close, even though I realize there are many other subjects of national and state interest to pharmacy which might have been mentioned and discussed. Doubtless some of these will receive the consideration of the Resolutions Committee, as they will merit such formal attention on our part.

Appreciation

In marking this, our 75th anniversary, we will have brought to a close the first 75 years of our Association's life and career. We are thankful for the men who have preceded us and for their example of deepseated devotion to pharmacy, their dedication to its progress and welfare, and to their farsighted interest in the fundamental purposes of the Association.

I am delighted to see Dr. Swain is with us—a Maryland Pharmaceutical Association Convention would not be complete without him. I want to thank him personally and on behalf of the Association for his ready and willing guidance. I want to remind you too that Dr. Swain has played no small part in building the Maryland Pharmaceutical Association.

Before closing this address, I must say a few words about the Kelly Memorial Building—the home of Maryland Pharmacy. In my mind, the construction of the Kelly Memorial is the historical highlight of our time. We are everlastingly grateful to Dr. H. A. B. Dunning for his leadership in making this elegant structure possible, and for his continued interest in and for the profession of Pharmacy. One other personality played a role in making the Kelly Memorial Building a reality. During my administration as president of the Baltimore Retail Druggists' Association in 1947, Melville Strasburger, then Executive Secretary and now Secretary Emeritus of the Maryland Pharmaceutical Association, first made this statement, "Before I leave this earth of ours, there is one thing I would like to see, and that is a building the Association could call its own."

We, and those who come after us, will do well to keep their example clearly and resolutely in mind.

Now, by way of a final word, let me express to you my profound appreciation of the privilege of serving as president of the Association. I want to thank particularly the officers and committees who have served the Association and me so faithfully this past year. It has been a happy, eventful, and I believe, constructive year.

I shall cherish this experience, and the honor which it implies as long as I shall live.

Again, my profound and devoted thanks to all who in any way contributed to the success of my administration and to the progress of the Association. May I say from the bottom of my heart—Thank you all very much.

President Macek's Message was received by a rising round of applause and was referred to the Resolutions Committee and the Executive Committee for further consideration.

Mr. Gregory W. A. Leyko, Chairman of the Baltimore Retail Druggists' Association Prescription Survey Committee, was called on to introduce the next speaker.

Mr. Leyko gave a brief resume of the way the Survey was conducted in Baltimore City. He explained, the city was divided in four sections and representative pharmacies selected in each section so that the Survey would reflect an overall picture including all types of pharmacies.

He paid tribute to Abbott Laboratories; the School of Pharmacy; the Association; Mr. Dean Leavitt a member of the Faculty of the School of Pharmacy; the students who did the work; and the pharmacies that cooperated in the Survey.

Mr. Leyko presented Mr. David B. Stiles, Abbott Laboratories. Mr. Stiles gave a detailed report which has been condensed in chart form:

THE PRESCRIPTION SURVEY

David B. Stiles Director Market Development, Abbot Laboratories

BALTIMORE PRESCRIPTION PRICING STUDY BY ZONES 1956-7

ZONE 1		ZONE 2	
AVERAGE PRICE	$ 2.67	AVERAGE PRICE	$ 2.66
MODEL PRICE	$ 1.00	MODEL PRICE	$ 1.00
MEDIAN PRICE	$ 1.75	MEDIAN PRICE	$ 2.00

NORTH AVENUE

ZONE 3		ZONE 4	
AVERAGE PRICE	$ 2.86	AVERAGE PRICE	$ 2.77
MODEL PRICE	$ 1.50	MODEL PRICE	$ 1.50
MEDIAN PRICE	$ 1.75	MEDIAN PRICE	$ 1.75

CHARLES STREET

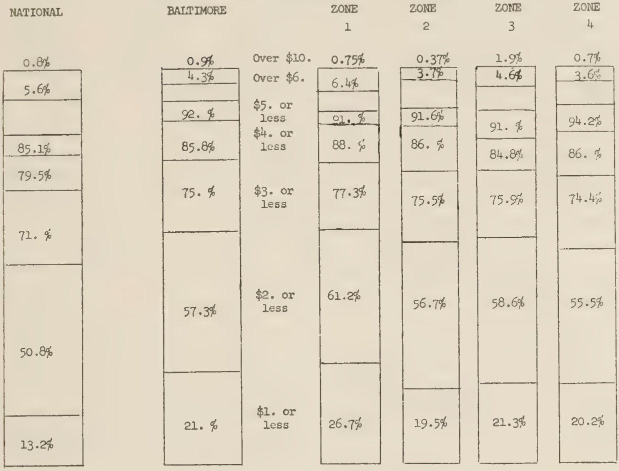
PRESCRIPTION PRICING STUDY BALTIMORE AREA VERSUS NATIONAL—1956-7

	NATIONAL 1956	NATIONAL 1957	BALTIMORE 1956-7
AVERAGE PRICE	$ 2.76	$ 2.86	$ 2.75
MEDIAN PRICE	$ 2.00	....	$ 1.75
MODEL PRICE		.....	$ 1.00

COMPOUNDED VERSUS DISPENSED AS MANUFACTURED

	COMPOUND	DISPENSED AS MANUFACTURED
BALTIMORE	8.2%	91.8%
ZONE 1	7.3%	92.7%
ZONE 2	8.3%	91.7%
ZONE 3	7.0%	93.0%
ZONE 4	9.3%	90.7%

PRESCRIPTION STUDY - BALTIMORE AREA 1956 - 1957



PERCENTAGES ARE FOR ACCUMULATED TOTALS

Mr. Stiles' report was followed by a lively discussion on prescription pricing. Extra copies of the Survey were made available for distribution.

President Macek introduced Francis S. Balassone, Secretary, Maryland Board of Pharmacy and Chief, Division of Drug Control, Maryland State Department of Health, for the Annual Report of the Board of Pharmacy which follows:

ANNUAL REPORT OF THE MARYLAND BOARD OF PHARMACY

1956 1957

Francis S. Balassone, Secretary

In compliance with the provisions as set forth in Section 245 of Article 43 of the Annotated Code of Maryland, this report is submitted to His Excellency Theodore R. McKeldin, Governor of Maryland, and to the Maryland Pharmaceutical Association. This is the fifty-fourth report to the Governor of the State and the forty-fourth to the Association, and covers the activities of the Maryland Board of Pharmacy for the fiscal year ending June 30, 1957.

PERSONNEL

During the year, the Board held seventeen meetings, eleven of which were held at the School of Pharmacy of the University of Maryland for the purpose of conducting examinations for registration of pharmacists.

At the first meeting, the Board reorganized and re-elected Mr. Charles S. Austin, Jr. president and Mr. F. S. Balassone, secretary-treasurer. The other members of the Board were: Messrs. S. Earl Webster, Alexander J. Ogrinz, Jr., and Robert H. Chatkin, the latter having been appointed for a term of five years by the Governor on May 4, 1956. Mr. Chatkin succeeded Mr. Arthur C. Harbaugh.

On April 12, 1957, Mr. Chatkin resigned because of bad health. His resignation made it necessary for the Maryland Pharmaceutical Association to suggest the following names to the Governor for membership on the Board to replace Mr. Chatkin:

Arthur C. Harbaugh, Hagerstown
Victor G. Mercer, Frederick
Clinton W. Englander, Oakland

On May 29, Governor McKeldin appointed Mr. Arthur C. Harbaugh to membership on the Board to fill Mr. Chatkin's unexpired term.

At the convention of the Maryland Pharmaceutical Association, held at Galen Hall Inn, Wernersville, Pennsylvania, on June 25, 26, 27, 28, 1956, the Nominating Committee submitted to the Association the following names to be recommended to the Governor for membership on the Board to succed Mr. S. Earl Webster, whose term expired on April 30, 1957:

S. Earl Webster, Cambridge
George M. Schmidt, Elkton
John F. Wannenwetsch, Baltimore

On April 23, Governor McKeldin reappointed Mr. Webster on the Board for a term of five years.

EXAMINATION

The Board conducted three examinations during the fiscal year, which were held at the School of Pharmacy of the University of Maryland on July 9, 10, 11, 12, 13, and October 31, November 1, 2, 1956, and June 19, 20, 21, 1957.

There were sixty-five candidates for the July examination; forty-one passed, fourteen failed, and ten passed the theoretical subjects but, because of lack of practical pharmacy experience could not take the practical pharmacy examination. There were five candidates for the practical pharmacy examination who had previously passed the theoretical subjects.

Eleven applicants took the October 31, November 1, and 2, examination, eight of whom were successful; three had not acquired their twelve months of practical pharmacy experience and could only be examined in the theoretical subjects. There were eight candidates for the practical pharmacy examination who had passed the theoretical subjects at previous examinations.

There were sixty-nine candidates for the June 19, 20 and 21, 1957, examination. Two passed the entire examination; fifty-one passed the theoretical subjects; sixteen failed.

Only five of the candidates were eligible for the practical pharmacy examination because of the regulation, effective January 1, 1957, that makes it mandatory for all applicants for examination who completed their college of pharmacy training after that date to obtain four months, of the required twelve months, of practical pharmacy experience subsequent to graduation from a school or college of pharmacy before they are eligible for the practical examination.

Three candidates, who had previously passed their theoretical subjects and now met the requirements for practical experience, were examined in practical pharmacy; two were successful.

The subjects at the examinations were as follows:

Pharmacy and Jurisprudence	S. Earl Webster
Materia Medica and Pharmacognosy	Robert H. Chatkin
Chemistry	Alexander J. Ogrinz Jr.
Chemical and Pharmaceutical Problems	F.S. Balassone
Practical Pharmacy	Charles S. Austin, Jr.

Because of Mr. Chatkin's physical condition and his inability to participate in the examinations, Mr. Austin prepared the examinations in Materia Medica and Pharmacognosy as well as in Practical Pharmacy.

Record Of Examinations Held

July 9-19-11-12-13, 1956

Applicants	Passed	Withheld	Failed
65	41	10	14

October 31, November 1-2, 1956

Applicants	Passed	Withheld	Failed
11	8	3	0

June 19-20-21, 1957

Applicants	Passed	Withheld	Failed
69	2	51	16

Total Number Examined for Registration as Pharmacists

Applicants	Passed	Withheld	Failed
145	51	64	30

The following table shows the number of pharmacists who were registered by examination during the past ten years:

Year	Number of Pharmacists
1947-1948	29
1948-1949	8
1949-1950	109
1950-1951	41
1951-1952	63
1952-1953	65
1953-1954	77
1954-1955	66
1955-1956	96
1956-1957	

Reciprocal Registration

Maryland continues to attract pharmacists from other states for reciprocal registration, the majority of whom are pharmacists who are in the armed forces and stationed in military bases in this State.

All applicants for reciprocal registration must appear before the Board for a personal interview, and no applicant is accepted until he has been approved by the entire Board. They must sign an agreement to comply with the laws, rules, and regulations surrounding the practice of pharmacy in the State.

The following table shows those granted registration by reciprocity:

REGISTERED BY RECIPROCITY

Name	Certificate Number	Dated	State
Killeri, Anthony Michael	5588	Aug. 31, 1956	Pennsylvania
Lawlor, Henry William	5589	Aug. 31, 1956	Dist, of Columbia
Kouzel, Samuel Irwin	5590	Aug. 31, 1956	Dist, of Columbia
Feldman, Edward	5591	Aug. 31, 1956	Connecticut
Killpack, Don Samuel	5592	Aug. 31, 1956	Utah
Murray, Lindley Rhea	5593	Aug. 31, 1956	Pennsylvania
Whitley, Lawrence Butler	5594	Aug. 31, 1956	Dist, of Columbia
Emison, James Mack	5639	Dec. 31, 1956	Mississippi
Brown, Samuel	5640	Dec. 31, 1956	Massachusetts
Hendrix, Adlai Merritt, Jr.	5641	Dec. 31, 1956	Oklahoma
Wagman, Barlow Jacob	5642	Dec. 31, 1956	Dist. of Columbia
McManus, Daniel A.	5644	Dec. 31, 1956	Dist. of Columbia
Simon, Melvin	5644	Dec. 31, 1956	Dist. of Columbia
Pfaff, Virginia Woodlock	5645	Dec. 31, 1956	Indiana
Sugar, Harold Samuel	5646	Dec. 31, 1956	Dist. of Columbia
Longenecker, James K.	5647	Dec. 31, 1956	Pennsylvania
Monahan, Agnes M., S.	5648	Dec. 31, 1956	Pennsylvania
Foer, Raymond	5649	Dec. 31, 1956	Dist. of Columbia
Esterson, Nimrod Earl	5650	Dec. 31, 1956	Delaware
Borgatti, Richard Joseph	5651	Dec. 31, 1956	Massachusetts
Pomerantz, Leonard H.	5652	Dec. 31, 1956	Dist. of Columbia
Shumway, Myron A., Jr.	5633	Dec. 31, 1956	Massachusetts
Fowler, Thomas James	5654	Dec. 31, 1956	Pennsylvania
Starr, Harvey	5655	Dec. 31, 1956	Michigan
Simms, Thomas	5656	Dec. 31, 1956	Virginia
Sedam, Richard Langley	5657	Dec. 31, 1956	Pennsylvania
Davis, Sydney Victor	5658	Dec. 31, 1956	Illinois
Kleinmann, Kurt	5659	Dec. 31, 1956	Rhode Island
Tomsko, Robert Ferdinand	5660	Dec. 31, 1956	Dist. of Columbia
Mersky, Morris Samuel	5661	Dec. 31, 1956	Pennsylvania
Goldstein, Harold Solomon	5678	Feb. 28, 1957	Michigan
Chalfont, Eugene Emory	5679	Feb. 28, 1957	Michigan
Skiba, Michael Joseph	5680	Feb. 28, 1957	Dist. of Columbia

Name	Certificate Number	Dated	State
Chilcoat, George Owen	5681	Feb. 28, 1957	Pennsylvania
Hayward, Robert Russell	5682	Feb. 28, 1957	Dist. of Columbia
Kahan, Harvey	5693	Feb. 28, 1957	Massachussetts
Sullivan, William Joseph	5684	Feb. 28, 1957	Illinois
Jefferson, Elsie Maria	5685	Feb. 28, 1957	Pennsylvania
Braude, Monique Colsenet	5686	Feb. 28, 1957	Dist. of Columbia
White, Marilyn Jeanne W.	5687	Feb. 28, 1957	New Jersey
Kellermann, William D.	5688	Feb. 28, 1957	Dist. of Columbia
Schreibstein, Chester	5689	June 28, 1957	Minnesota
Lewine, Donald S.	5690	June 28, 1957	Pennsylvania
Wenschof, Donald E.	5691	June 28, 1957	Pennsylvania
Glissmeyer, Montague H.	5692	June 28, 1957	Pennsylvania
Schneider, Marvin	5693	June 28, 1957	Utah
Zalucky, Theodore B.	5694	June 28, 1957	Dist. of Columbia
Mancuso, Walter Ernest	5695	June 28, 1957	Illinois
Dolejs, Gerald Thomas	5696	June 28, 1957	Dist. of Columbia
Davis, Eugene Harold	5697	June 28, 1957	Nebraska
Jones, Marvin Henry	5698	June 28, 1957	Pennsylvania
Chack, Morton Samuel	5699	June 28, 1957	Dist. of Columbia
Aldrich, Clayton Buxton	5700	June 28, 1957	Pennsylvania
Savin, Jules, Irwin	5701	June 28, 1957	Massachussetts
Ginsburg, Harry	5702	June 28, 1957	New Jersey
Gagnor, Henry Joseph, Jr.	5703	June 28, 1957	Dist. of Columbia
Friedman, Saul Benjamin	5704	June 28, 1957	Dist. of Columbia
Wagman, Mishel Harold	5705	June 28, 1957	Dist. of Columbia

The following table shows the number of pharmacists granted registration by reciprocity and the number who were certified to register in other states by reciprocity over the past ten years:

Year	Reciprocity	Certified for Registration in Other States
1947-1948	31	15
1948-1949	39	16
1949-1950	34	12
1950-1951	49	17
1951-1952	47	16
1952-1953	53	16
1953-1954	60	15
1954-1955	62	23
1955-1956	64	16
1956-1957	58	26
Total	497	172

The above table shows that Maryland has gained 325 pharmacists by reciprocity in the past ten years.

Pharmacy Permits

As of January 1, 1957, 727 permits were issued to pharmacists and 22 to hospital pharmacies in the State.

The following table shows the number of pharmacies in the counties of Maryland and Baltimore City:

Allegany	21	Dorchester	5	Queen Anne's	4
Anne Arundel	32	Frederick	9	Saint Mary's	4
Baltimore	104	Garrett	2	Somerset	5
Calvert	0	Harford	8	Talbot	8
Caroline	3	Howard	3	Washington	11
Carroll	11	Kent	3	Wicomico	11
Cecil	6	Montgomery	52	Worcester	6
Charles	6	Prince George's	47		

Total	361
Baltimore City	388
Total	749

The following table shows pharmacies opened, change of ownership, and those closed during the year:

	Opened	Change of Ownership	Closed
Baltimore City	2	10	7
Counties	26	10	11
Total	28	20	18

The following table shows the number of pharmacies opened, change of ownership, and those closed in the past nine years:

Year	Opened	Change of Ownership	Closed
1948	20	19	12
1949	13	24	14
1950	24	24	7
1951	22	19	14
1952	22	16	8
1953	26	13	12
1954	36	32	24
1955	23	19	11
1956	28	20	18

There was an increase of nine permits issued over the previous year. In 1956, there were 345 county and 395 Baltimore City permits issued, compared with 361 county and 388 Baltimore City permits this year. The county pharmacies increased by 16 and the city permits decreased by 7.

Manufacturers' Permits

There were 119 permits issued to manufacturers of drugs, medicines, toilet articles, dentifrices or cosmetics. Applicants for original permits are required to appear before the Board and furnish all information that is considered pertinent to the conduct of such operations.

Prescription Survey

The following tables show surveys of prescriptions filled in 1955 and those filled in 1956. Pharmacies cooperating in the tabulations recorded were: 346.

PRESCRIPTION SURVEY — 1955

Baltimore		
Average Number New Prescriptions Filled in 224 out of 374 Pharmacies	7,892	
Average Number Prescriptions Refilled in 195 out of 374 Pharmacies	3,162	11,054
Average Price of Prescriptions in 20 out of 374 Pharmacies $2.13		
Estimated New Prescriptions Filled in 374 Pharmacies	2,950,000	
Estimated Prescriptions Refilled in 374 Pharmacies	1,182,000	4,132,000
Counties		
Average Number New Prescriptions Filled in 77 out of 346 Pharmacies	10,862	
Average Number Prescriptions Refilled in 70 out of 346 Pharmacies	4,885	15,747
Average Price of Prescriptions in 71 out of 346 Pharmacies $2.28		
Estimated New Prescriptions Filled in 346 Pharmacies	3,520,000	
Estimated Prescriptions Refilled in 346 Pharmacies	1,689,000	5,209,000
State		
Estimated New Prescriptions Filled in 720 Pharmacies	6,470,000	
Estimated Prescriptions Refilled in 720 Pharmacies	2,871,000	9,341,000

PRESCRIPTION SURVEY — 1956

Baltimore

Average Number New Prescriptions Filled in 243 out of 374 Pharmacies	7,893	
Average Number Prescriptions Refilled in 212 out of 374 Pharmacies	3,273	11,166
Average Price of Prescriptions in 217 out of 374 Pharmacies $2.29		
Estimated New Prescriptions Filled in 374 Pharmacies	2,950,000	
Estimated Prescriptions Refilled in 374 Pharmacies	1,222,000	4,172,000

Counties

Average Number New Prescriptions Filled in 88 out of 346 Pharmacies	10,088	
Average Number Prescriptions Refilled in 82 out of 346 Pharmacies	5,432	15,520
Average Price of Prescriptions in 86 out of 346 Pharmacies $2.46		
Estimated New Prescriptions Filled in 346 Pharmacies	3,485,000	
Estimated Prescriptions Refilled in 346 Pharmacies	1,879,000	5,364,000

State

Estimated New Prescriptions Filled in 720 Pharmacies	6,435,000	
Estimated Prescriptions Refilled in 720 Pharmacies	3,101,000	9,536,000

Legislation

Senate Bill No. 362, introduced by Senator Malkus and sponsored by the State Department of Health, passed the General Assembly. This bill dealt with the prohibition of drugs and medicines via vending machines, and reads as follows:

It shall be unlawful for any person, co-partnership, association or corporation to sell, distribute, vend or otherwise dispose of any drug, medicine or pharmaceutical or medical preparation by means of a vending machine, automatically operated coin machine, or other similar device; provided, however, that, whenever the State Board of Health determines that a specified commodity is not deleterious or injurious to public health and safety and the dispensing of such specified commodity from such a machine or device is approved by such Board and a permit issued by it for the dispensing of such specified commodity from such a machine or device, the provisions of this section shall not be applicable as to such permitted and approved specified commodity. Any person, co-partnership, association or corporation that shall violate this Section shall, upon conviction, be deemed guilty of a misdemeanor and fined not more than One Hundred Dollars ($100.00) for each offense, and each and every day such violation continues shall constitute a separate and distinct offense.

Cooperative Activities

The board maintained membership in the National Association of Boards of Pharmacy, and was represented at the annual meeting, held in conjunction with the annual convention of the American Pharmaceutical Association, in New York City, on April 28 and 29, 1957, by Mr. Alexander J. Ogrinz, Jr. and Secretary-Treasurer F. S. Balassone.

The Board also maintained membership in the Conference of Boards and Colleges of Pharmacy of N.A.B.P. District Number Two, comprising the States of New York, New Jersey, Pennsylvania, Delaware, Maryland, the District of Columbia, Virginia, and West Virginia. The annual meeting was held in Atlantic City, New Jersey, on October 25 and 26, 1956. The Board was represented by President Charles S. Austin, Jr., Secretary-Treasurer F. S. Balassone, and Mr. Alexander J. Orginz, Jr.

Finances

All funds of the Board of Pharmacy are deposited to the credit of the Treasurer of the State of Maryland, and disbursements covering the expense of the Board are paid by voucher by the State Comptroller.

MARYLAND BOARD OF PHARMACY

Statement of Receipts and Disbursements for the Period from July 1, 1956, to June 30, 1957

Receipts

Balance with Comptroller, July 1, 1956		30,824.77	
Examination Fees	2,000.00		
Students' Registration Fees	66.00		
Reciprocal Registration Fees	1,450.00		
Certification Fees	26.00		
Duplicate Certificate Fees	15.00		
Refund on Premium on Bond	5.05		
Manufacturers' Permit Fees	600.00		
Pharmacy Permit Fees	2,450.00	6,612.05	37,436.82

Disbursements

Salaries and Wages of Employees	3,503.86		
Communication	201.00		
Travel	1,042.19		
Contractual Services	1,032.00		
Supplies and Materials	249.00		
Equipment—Replacement	177.95		
Equipment—Additional	197.55		
Fixed Charges	96.13	6,499.68	
Balance with Comptroller, June 30, 1957		30,937.14	37,436.82

Mr. Macek complimented Mr. Balassone on his report and in the manner in which he was performing his duties.

REPORT ON THE SCHOOL OF PHARMACY, UNIVERSITY OF MARYLAND

By Noel E. Foss, Dean

This report deals with the fiscal year of the University of Maryland, i. e., from July 1, 1956 to July 1, 1957. I mention these dates because they do not correspond with the fiscal year of this Association which is the calendar year. Since the Convention of this Association is usually in the latter part of June, my report will embrace nearly all the activities and data for the fiscal year of the School of Pharmacy.

Enrollment

The enrollment at the beginning of the first semester of 1956-1957 scholastic year was as follows:

Freshman	62
Sophomores	59
Juniors	64
Seniors	55
Total Undergraduates	240

Specials	2
Graduates	27
Total	269

Two freshmen were former students who were readmitted and two sophomores were readmitted students. The total number of Veterans enrolled was thirty-nine and the number of undergraduate girls was twenty-four.

The total number of undergraduate students was twelve less than in 1955-56, largely because the decrease in the number of freshmen and sophomores was greater that the increase in the number of juniors and seniors.

RECRUITMENT OF STUDENTS

Dr. John F. Wannenwetsch, the Chairman of the Committee on the School of Pharmacy of the Maryland Pharmaceutical Association, in his report presented earlier at this Convention, included the splendid accomplishments of the Student Recruitment Committee of the Alumni Association, which committee was so ably assisted by members of the Maryland Pharmaceutical Association and the members of the Baltimore Retail Druggists' Association. In behalf of the School of Pharmacy and the University, I want to thank the members of this committee, namely, Mr. Gordon Mouat, Mr. Victor Morgenroth, Jr., Mr. Samuel Raichlen, Mr. Norman Levin and Mr. H. Nelson Warfield, the immediate past 1st Vice-President of the Alumni Association and Chairman of the Committee, as well as Dr. Frank J. Slama, the Secretary of the Alumni Association. Mr. Warfield devoted a considerable amount of time to this project and was ably assisted by the members of his committee as well as by many members and friends of the Association. The members of the faculty representing the School of Pharmacy at the various presentations included Dr. Benjamin F. Allen, Dr. John Autian, Dr. Norman Doorenbos, Dr. Frank J. Slama, Mr. Dean Leavitt and the writer. Most of the literature distributed at the various presentations was furnished by the School of Pharmacy.

It is my understanding that the Recruitment Committee of the Alumni Association of the School of Pharmacy will continue with the School of Pharmacy to jointly sponsor these programs. Although it is difficult to measure the success of such a program, particularly since the presentations were made before junior high schools, as well as before the various grades of senior high schools, we feel certain that it will have a beneficial effect in increasing the interest of qualified students in pharmacy as a career.

The faculty of the School of Pharmacy this past year invited counselors from all of the Baltimore City high schools to be their guests at the School of Pharmacy, including a luncheon. After one of the recruitment films was shown to this group, the academic requirements for admission to the University of Maryland, School of Pharmacy, opportunities for employment in pharmacy and other data were presented before this group. We believe that this meeting presented the advantages of pharmacy to some people who were not aware of the opportunities in our profession and who are in a position to offer advice to students. We plan to invite counselors from Baltimore County, Anne Arundel County and from the parochial and private schools in Baltimore this coming year for similar luncheon meetings.

I would like to appeal again to the members of this Association to contact and invite your high schools or junior high schools to permit us to present our recruitment program to the various classes of the respective schools.

Scholarships

Although Dr. John F. Wannenwetsch in his report of the Committee on the School of Pharmacy has mentioned the Freshman Scholarships, I would like to express the appreciation of the School of Pharmacy and the University of Maryland to the donors of the respective scholarships, i. e., the Alumni Association of the School of Pharmacy, the Maryland Pharmaceutical Association, the Noxzema Foundation, Inc., and the Reads Drug Stores Foundation, Inc. In addition to the Freshman Scholarships, I would like to thank the donors of funds which provided scholarships for sophomore, junior and senior students, i. e., the Alumni Association of the School of Pharmacy, the Alumni (General) Association of the University of Maryland, the American Foundation for Pharmaceutical Education, the Carroll Chemical Company, the Noxzema Foundation, Inc., and the Reads Drug Stores Foundation, Inc. Although this was the first year that funds for scholarships were provided by the General Alumni Association of the University and by the Carroll Chemical Company, we are hoping they will renew the scholarships as has been the custom of the other donors for some years.

The School of Pharmacy also appreciates the Rose Hendler Memorial Fund established by L. Manuel Hendler and family to be used for loans to students in need of financial assistance. Several loans were made to needy students this past year.

Faculty

Dr. John Autian, who completed the requirements for the Ph.D. at our School in 1954 after taking his undergraduate work at Temple University, was appointed Assistant Professor of Pharmacy in July 1956. Dr. Autian did an excellent job this past year in both the undegraduate and graduate programs. He was the coauthor of seven papers presented at scientific meetings this past year. We regret very much that we are losing Dr. Autian at the end of August when he is leaving to accept a position as Assistant Professor of Pharmacy at the University of Michigan.

Dr. Norman J. Doorenbos, who completed the requirements for the Ph.D. degree with a major in pharmaceutical chemistry at the University of Michigan in 1953 and who was associated with the Ansco Corporation as a research chemist for three years, was appointed Assistant Professor of Pharmaceutical Chemistry on September 1, 1956.

Dr. Leslie Costello, who earned both his B.S. and M.S. degree at College Park, joined us in September 1956 as Instructor in Zoology and Physiology. Dr. Costello was awarded the Ph.D. degree at College Park with a major in physiology this past commencement, and will be Assistant Professor of Zoology and Physiology this next year.

Mr. James Hillis, who earned the B.S. degree at the University of Nebraska in 1952 and who was working for his M.A. degree at College Park this past year, was employed as Junior Instructor to offer the course in Speech. Mr. Hillis completed the requirements for the M.A. degree at College Park in June and is leaving the University to work for the Ph.D. degree at Ohio State University.

Mr. Dean Leavitt, who completed requirements for the B.S. in Pharmacy degree in 1954 and who was assistant to Mr. Paul A. Pumpian for two years, was appointed instructor in Pharmacy Administration on Sepetmebr 1, 1956. Mr. Leavitt completed the requirements for the M.S. degrees with a major in pharmacy this past June and this summer is taking courses in the College of Business and Public Administration at College Park to better qualify himself to teach the courses in Pharmacy Administration.

Mr. Bernard Melnicove, who earned the LL.B. degree at the University of Baltimore and who has been the attorney and counsel for the Maryland Pharmaceutical Association and the Baltimore Retail Druggists' Association for several years, was employed this past year as Lecturer in Pharmacy Administration to teach the course in Pharmaceutical Jurisprudence. The School of Pharmacy felt fortunate in obtaining a man with his broad training and excellent background in this area.

Mr. Landon W. Burbage, who has been Visiting Lecturer for the past four years, continued to give his service this past year. The School of Pharmacy was very pleased to have had the services of a man of Mr. Burbage's qualifications and prestige.

Mr. Robert Kokoski and Mr. Frank Milio, both of whom earned the B.S. degree in Pharmacy and the M.S. degree at our institution, were appointed this past year as Junior Instructors in the Department of Pharmacognosy and in the Department of Pharmacy, respectively. You may recognize the names since they have contributed to the "Compounders Column" in the MARYLAND PHARMACIST.

Dr. Charles W. Foreman, Assistant Professor of Zoology, resigned on July 1, 1956, to accept another position at Woolford College in his home state, North Carolina.

Dr. John J. Sciarra joined our staff in 1954 as Instructor in Pharmacy after earning the B. S. degree at St. John's University and M. S. at Duquesne University. He came with us primarily to continue his graduate work and on June 8, 1957, he was awarded the Ph. D. with a major in pharmacy. Dr. Sciarra is resigning on June 30th to accept a position as Assistant Professor of Pharmaceutical Chemistry at his Alma Mater, St. John's University in Brooklyn, New York. In addition to being an excellent teacher, Dr. Sciarra participated in many activities in the School of Pharmacy.

We are proud to announce that Dr. A. W. Richeson who has been associated with the University for over thirty years and who has been Professor of Mathematics in the School of Pharmacy for a large part of that time, has been granted a Sabbatical leave for 1957. As a result of a grant from the American Philosophical Society, he will leave for England in August or September to carry out research on the development of technology in England from 1500-1800.

Graduate Work

The total enrollment in the graduate division decreased from thirty in 1955-56 to 27 in 1956-57. Three students completed requirements for the M.S. degree and two students completed requirements for the Ph.D. degree. One of the graduate students currently enrolled is a Fellow of the American Foundation for Pharmaceutical Education and two are Fellows of the Noxzema Foundation, Inc. A fourth graduate student is a commissioned officer in the Navy and is attending the Graduate School with the approval of the Advisory Board of the Training Branch of the Bureau of Medicine and Surgery of the U.S. Navy.

Faculty Activities

Dr. Benjamin F. Allen, Associate Professor of Pharmacy, attended the Third Cosmetic Seminar of the Society of Cosmetic Chemists held in New York, October 4 and 5, 1956.

Dr. John Autian, Assistant Professor of Pharmacy, and Dr. John Sciarra, Instructor in Pharmacy, attended and presented papers at the meeting of the American Association for the Advancement of Science held in New York in December, 1956.

Dean Noel E. Foss, Dr. Norman J. Doorenbos, Dr. Frank J. Slama, Dr. Benjamin F. Allen and Dr. John Autian represented the School of Pharmacy at the meeting of District No. 2, Boards and Colleges of Pharmacy, held in Atlantic City in October 1956.

Dean Noel E. Foss and Dr. Frank J. Slama represented the School of Pharmacy at the Fall Regional Meeting of the Maryland Pharmaceutical Association held in Urbana, Maryland, in October 1956.

Dean Noel E. Foss attended the Remington Medal Presentation Dinner tendered to Dr. Frank W. Moudry in New York in December 1956. Dean Foss also attended the inauguration of Dr. Robert Blackwell Smith, Jr., as Fourth President of the Medical College of Virginia, Richmond, Virginia. Dr. Smith had previously been Dean of the School of Pharmacy at the Medical College of Virginia

Dean Noel E. Foss and Dr. Frank J. Slama represented the School of Pharmacy at the Winter Regional Meeting of the Maryland Pharmaceutical Association held at the Indian Springs Country Club near Silver Spring in January 1957.

Dr. John Sciarra, Instructor in Pharmacy and Class Advisor to the Junior Class, accompanied the Junior and Senior Students to Eli Lilly & Co., for an inspection of the plant and laboratory facilities and to act as the official representative for the School of Pharmacy.

Dr. John Autian, Dr. Frank J. Slama and Dean Noel E. Foss represented the School of Pharmacy at the Spring Regional Meeting of the Maryland Pharmaceutical Association in Easton in April 1957.

Dean Noel E. Foss, Dr. C. T. Ichniowski, Dr. Frank J. Slama, Dr. Benjamin Allen, Dr. Norman Doorenbos, Dr. John Autian, Dr. W. Arthur Purdum, and Mr. John Sciarra attended the Convention of the American Pharmaceutical Association and allied organizations held in New York, New York, in April-May 1957.

Dr. Donald E. Shay, Professor of Bacteriology, attended the annual meeting of the Society of American Bacteriologists held in Detroit, April 27th thru May 2, 1957.

It was necessary for members of the faculty of the School of Pharmacy to travel to College Park at various times during the year to attend numerous meetings of committees, which are part of the Senate of the University of Maryland.

School Activities

The highlights of the activities of the School included the Freshman Orientation on September 17th in charge of Dr. Frank J. Slama, the Class Advisor to the Freshmen, the Charter Day Banquet on January 19, 1957 in honor of the sesquicentennial founding of the University of Maryland; and Open House for students in the Baltimore City Schools on March 1, 1957. This was the first attempt to hold an Open House during the day and did not prove as successful as the Open House held in previous years in the evening although the poor attendance may have partially been influenced by the inclement weather.

Student Activities

Student activities this past year included two dances, one at the Friendship Airport in the Fall and one at the Blue Crest in the Spring, a picnic at Herring Run Park in May, the Senior Prom at the Sheraton-Belvedere on June 3rd and the Fourth Annual Convocation at the Westminster Presbyterian Church on June 5th.

Alumni-School of Pharmacy Joint Activities For Students

The Alumni Association sponsored the 10th Annual Frolic in November at the Alcazar in which the students presented various skits, etc.

On February 14th, the Alumni Association invited all students and faculty to be their guests at the Alumni Dance at the Emerson Hotel.

The softball elimination tournament for the Professional Schools, originally suggested by the Alumni Association, was held during May with the School of Dentistry winning the trophy for the second year.

On June 6th, the Alumni held its annual Banquet and Dance to which members of the graduating class and guests were invited by the Alumni and the School.

Student Government Alliance

The Student Government Alliance, under the able leadership of its president, Mr. Richard Greenberg, and the officers for 1956-1957, had an excellent year and the relationship of the Alliance with the administration and faculty of the School of Pharmacy was very pleasant.

New Courses

Although all courses in the School of Pharmacy, like those in any other school or university, are gradually undergoing revision, a new course in Pharmacy Orientation was introduced this year for freshmen and new sophomore students. This course was under the supervision of Dr. John Autian with guest lecturers, including Dr. B. Olive Cole, Professor Emeritus. A new graduate course, Introduction to Physical Pharmacy, was also offered by Dr. Autian.

Buildings

SCHOOL OF PHARMACY: Although the School of Pharmacy building was scheduled for completion the latter part of May, a six weeks' strike of the building trades in Baltimore resulted in a considerable delay in the completion of the building. It is expected that the building will be completed in the Fall of 1957 and will be occupied sometime during the 1957-58 scholastic year. Some moneys were appropriated this past year by the Legislature for the installation of new furniture and equipment for some parts of the new building. It is planned to move most of the furniture in the departments of pharmacy and pharmacognosy into the new buildings since part of the furniture is relatively new and other parts that are being moved are in excellent condition.

LIBRARY: The architect's plans for the new $1,000,000 Library Building are nearly complete. It is anticipated that construction will commence in the Fall and that the building will be completed by September 1959.

BALTIMORE UNION BUILDING: The architect's plans for the Baltimore Union Building have been completed and have been transmitted to the Housing and Home Financial Agency of the Federal Government for final approval. It is expected that the construction of the building will commence in the early Fall and that it will be ready for occupancy for the classes entering in September 1959.

Five Year Curriculum

Preliminary discussions with the administration of the University of Maryland indicate that plans will be made to initiate the first classes of the five year course in 1959, the last year in which we can accept freshmen students for the four year course in pharmacy. The initiation of the five year program in 1959 will provide a graduating class from the five year course in 1964. Since the last year in which freshmen can be accepted in the four year course is 1959, the last class under the four year program should graduate in 1963. The last three years of the five year curriculum will be offered in Baltimore with the first two years being available at the College Park campus of the University or other accredited colleges or universities.

Conclusion

I want to extend my sincere thanks and deepest appreciation to Dr. John F. Wannenwetsch, Chairman and Mr. Simon Solomon, Co-Chairman of the Committee on the School of Pharmacy and the respective committee members, the President and officers of the Maryland Pharmaceutical Association and Baltimore Retail Druggists' Association and particularly the Executive Secretary, Mr. Joseph Cohen, the President, Mr. Norman Levin, and Officers of the Alumni Association and especially its Secretary, Dr. Frank J. Slama, for their splendid cooperation and assistance this past year. Without the support of these groups and the respective members, I am certain that the School of Pharmacy would not have been able to report many of these accomplishments.

The Convention Committee was called on to draw attendance prizes and to announce the entertainment features for the day.

President Macek thanked the participants of the Second Session. He noted particularly the fine attendance at the Sessions so far. He asked all, including the members of TAMPA and LAMPA, to be present on Wednesday for the Historical Presentation.

The Second Session was adjourned at 1:30 P.M.

THIRD SESSION

Wednesday, June 26, 1957

The Third Session of the 75th Anniversary Convention was called to order in the Colonnades Ballroom at 10:00 A.M. by President Frank J. Macek. The entire Session was confined to the Historical presentation commemorating the 75th Anniversary of the Association.

President Macek called on First Vice President George M. Schmidt to preside.

Chairman Schmidt commented on the excellent turnout for the Diamond Historical Jubilee Presentation, the highlight and theme of the Convention.

The Presentation was delivered in dramatic and interesting sequence by Doctors Cole, Swain and Klumpp and was received by a rising ovation of appreciation at its conclusion.

So that it may become a permanent record of the Maryland Pharmaceutical Association, the Historical Presentation follows:

TODAY IS FILLED WITH THE MEMORIES OF MANY YESTERDAYS

Joseph Cohen, Executive Secretary

Seventy-five years measured at today's pace of progress is no longer a long time. The attainment of three-score and ten, in the life span of man, is no longer an enviable achievement. Science is reaching for the age of Methuselah.

Many innovations of comfort and well-being have been created. Ailments and "incurable" diseases have been controlled and conquered. Yesterday's fiction is today's fact. Yes, those pioneers of yester-year have given us this wonderful golden era of the mid twentieth century. What are we providing for the future? Those that follow shall have the answer.

In 1882 our forbears saw the need for an organization to represent the profession of Pharmacy in our state. Group thinking and effort was recognized to be essentially important. Thus was created the Maryland Pharmaceutical Association.

However, it was not as simple as the last seven worded sentence would indicate. It was through trials and tribulations that the founders established the sound principles of the Maryland Pharmaceutical Association. We are enjoying the fruits of their labors. These pages will give but a brief story of the progress of the Maryland Pharmaceutical Association and those who labored for us. To give you a detailed account would consume volumes, so rich is the tradition of Pharmacy in Maryland.

In these pages you will also find an account of Pharmacy on a national level. This includes the many facets of the profession and those allied with it.

In this 75th Diamond Jubilee Anniversary celebration of the Maryland Pharmaceutical Association, we have tried to review the events of the past seventy-five years of Pharmacy. We have also tried to look just a wee bit into the crystal ball of the future. In your behalf, we dedicate our effort to the achievements of our forefathers.

By your mere presence at this Convention, you have established your niche in the history of the Maryland Pharmaceutical Association and the honored profession it represents.

We wish for you the pleasant memories of this festive occasion through many years of tomorrows.

HISTORICAL REVIEW OF PHARMACY IN MARYLAND

Dr. B. Olive Cole, Professor Emeritus
School of Pharmacy, University of Maryland

The Maryland Pharmaceutical Association has reached the dignified age of seventy-five years and is celebrating its Diamond Jubilee.

The Association was organized in 1882. At that time William T. Hamilton of Hagerstown was Governor of Maryland. Arthur P. Gorman had just entered upon his career in the United States Senate, which was to last until 1909. The Maryland College of

Pharmacy had reached the age of forty-one years, and the faculty consisted of J. Faris Moore, M.D., Phar. D., Professor of Botany and Materia Medica; Charles Caspari, Jr., Phar. D., Professor of Pharmacy; and William Simon, Ph. D., M.D., Professor of Practical Chemistry, with John F. Hancock as President of the College. Telephones had not come into use, automobiles were a quarter of a century or more in the future; air planes were not contemplated; the radio and television were not dreamed of; flying saucers, atomic power, guided missiles, the stupendous work of the United Nations to keep peace in the world, as well as the Capper-Kelly Bill, the Fair Trade Laws—in fact, the Pure Food and Drug and Narcotic Laws for pharmacists—were not within the realm of thought of the citizens of our fair land at that time.

It has been said that "an institution is but the lengthened shadow of a man." It is true that the minds of men have been influenced by the enthusiasm and dominating personality of some individuals. However, the Maryland Pharmaceutical Association may be said to be a composite of the ideals and efforts of many able and earnest men.

Influence Of Older Associations

The organization of the Maryland Pharmaceutical Association was influenced in many ways by members of the Maryland College of Pharmacy and of the American Pharmaceutical Association.

The Maryland College of Pharmacy was organized in 1841 to meet the increasing necessity for more thoroughly educated and better trained pharmacists and pharmaceutical assistants. At that time there were seventy-seven drug stores in Baltimore, serving a population of 100,000. There were no restrictions in opening a drug store, and young men were apprenticed in these stores to learn the business. Monsieur Edme Ducatel, who may be said to be the father of higher pharmacy in Baltimore, had as his apprentices Thomas G. Mackenzie, who became the first president of the college; and George W. Andrews, the first vice-president, who was the president when the college was re-organized in 1856, at which time Israel J. Grahame was first vice-president; William Silver Thompson, Secretary; J. Brown Baxley, Treasurer; and J. Faris Moore, Alpheus P. Sharp and Joseph Roberts, the Board of Examiners of the college. Alpheus P. Sharp and William Silver Thompson were graduates of the first class—that of 1842.

The American Pharmaceutical Association was organized in 1852 in Philadelphia, and was incorporated in the District of Columbia in 1888. William Silver Thompson and Arthur Nattans were among the signers of the memorial to incorporate the association. Annual meetings of the American Pharmaceutical Association were held in Baltimore in 1856, 1863, 1870 and 1898. The celebrated William J. Proctor, Jr., a native of Baltimore, was president in 1863, and J. J. Thomsen, who afterwards became the first president of the Maryland Pharmaceutical Association, and William Silver Thompson were delegates from the Maryland College of Pharmacy to that meeting. The following pharmacists of Baltimore were also prominent in the American Pharmaceutical Association during this period: Alpheus P. Sharp, George W. Andrews, J. Faris Moore, Joseph Roberts, John F. Hancock, Charles Caspari, Jr., Charles E. Dohme and Henry P. Hynson, five of this group being presidents of the American Pharmaceutical Association.

Efforts To Organize

An outstanding activity to which the American Pharmaceutical Association devoted itself was the creation of state and local pharmaceutical associations, and from each annual meeting, members returned to their respective states enthusiastically determined to create such organizations.

As early as 1868 efforts were made in Maryland to organize a Maryland Pharmaceutical Association. The minutes of the Maryland College of Pharmacy of January 9, 1868 records a communication read by J. Brown Baxley, stating that due to the indisposition of the members to continue the Maryland Pharmaceutical Association, as shown by their non-attendance and lack of interest, it was resolved that the Association be dissolved, with the further resolution that surplus funds in the treasury be handed over to the Maryland College of Pharmacy for use. Ironically, the Maryland College of Pharmacy was asked at that time to issue an advisory list of prices, the list to be sold to pharmacists whether members or otherwise. This action showed that at this early age of pharmacy in Maryland, the question of prices had to be considered in a practical manner.

Organization of the Maryland Pharmaceutical Association

On November 12, 1882 a Sub-Committee on Correspondence of the Maryland College of Pharmacy, consisting of Joseph Roberts and Charles Caspari, Jr., invited the pharmacists, the chemists and the wholesale and manufacturing druggists of the State to meet on May 8, 1883 in the hall of the Maryland College of Pharmacy to organize an association for the general advancement of the science of pharmacy and the promotion of mutual interests. This subcommittee, represented a committee of fifteen pharmacists who presented a resolution before the Maryland College of Pharmacy on October 5, 1882, resolving that a suitable constitution and by-laws be submitted to the proposed association for consideration. The committee of fifteen included William Silver Thompson, Joseph Roberts, Louis Dohme, John H. Winkelmann, John J. Thomsen, Edwin Eareckson, Charles Caspari, Jr., J. Faris Moore, Columbus V. Emich and Samuel Mansfield, who were vitally interested in pharmacy.

Joseph Roberts called the meeting to order. Edwin Eareckson was elected as temporary chairman, with Charles Caspari, Jr., as temporary secretary. Joseph Roberts offered a resolution announcing those present as organized into a Maryland **State** Pharmaceutical Association, and moved the appointment of a committee to nominate permanent officers and to draft a constitution and by-laws.

Both resolutions were adopted. The following were nominated and elected as permanent officers:

President —John J. Thomsen, Baltimore, Md.
First Vice-President —C. W. Crawford, Gaithersburg
Second Vice-President—Thomas W. Shryer, Cumberland
Third Vice-President —Hugh Duffy, Hillsboro
Secretary —John W. Geiger, Baltimore
Treasurer —E. Walton Russell, Baltimore

Members of the Executive Committee—
Samuel Mansfield, Baltimore
Joseph B. Boyle, Westminster
Henry A. Elliott, Baltimore

Joseph Roberts read a draft of the Constitution which, after being amended, was on motion of D. M. R. Culbreth, adopted as a whole.

The object of the Association was to bring together the reputable pharmacists, chemists and druggists of the state, that they might by thorough organization and united effort advance the science of pharmacy, promote scientific research, and in the interest of the public, strive to have enacted just, yet stringent, laws, to prevent the adulteration of food and medicines, and to confine the compounding and sale of medicines to regularly educated pharmacists.

Membership in the Association was by application, with $1.00 as the initiation fee and $2.00 as annual dues.

At the afternoon session on May 8, 1883, the president appointed members of four committees—Legislation, Pharmacy, Trade Interest and Business.

The new association immediately selected the following as delegates to the American Pharmaceutical Association: Louis Dohme, J. Faris Moore, J. W. Geiger, Thomas W. Shryer, and C. W. Crawford; and the following as delegates to the National Association of Retail Druggists: Joseph Roberts, Charles Caspari, Jr., Edwin Eareckson and Samuel Mansfield.

The influence of the Association steadily grew. In 1883 there were 73 members, including Horace Burroughs, Isaac Emerson, August Schrader, William Simon, Henry R. Steiner of Frederick, George L. Muth, John P. Muth, Joseph Muth, Colin F. Stam of Chestertown, George W. Truitt of Salisbury and J. Webb Foster, Jr. In 1884 there were 96 members; in 1885 there were 102, and 109 in 1886. The historical Committee of 1904 of the Association reported that regular conventions were held in 1887, 1888, 1889, 1891 and 1892, but no published or unpublished record of the proceedings of these years has been found. The Historical Committee reported that the meeting of 1893 was passed and that the meeting of 1894 held at the Blue Mountain House, was attended by a bare quorum and little more was done than elect officers and select Baltimore as the next place of meeting. John F. Hancock was president in 1894, Henry P. Hynson in 1895, and H. B. Gilpin in 1896, that meeting being held in the House of Delegates Chamber in Annapolis.

Laws Relating To Pharmacy

Many important and worthwhile projects have been undertaken and completed by the Association. One of the early interests was a statewide Pharmacy Law to prevent incompetent persons from conducting the business of druggist or apothecary. A law was passed in 1870 to prevent incompetent persons from practicing pharmacy in Baltimore. The Governor appointed three Commissioners of Pharmacy and Practical Chemistry from ten pharmacists nominated by the Maryland College of Pharmacy, to enforce the law. A law was passed in 1872, including the provision of giving the "Treasurer of the Maryland College of Pharmacy, for the use of said college, one-half of the fines collected from the violators of the act." The 1876 Law repealed two sections of the Law of 1872, and also of the Law of 1870. The Law of 1892 repealed several sections of the former laws, as did also the Law of 1898. The Law of 1870 applied only to Baltimore City, was deficient when made, was weakened by amendments and gave no protection to the public. The amendments were caused indirectly by suits brought before the Commissioners of Pharmacy and Chemistry by the offenders of the law. The chief difficulty seemed to be the matter of enforcing the laws pertaining to pharmacy in Baltimore.

The Legislative Committee of the Maryland Pharmaceutical Association suggested better organization and agitation and the education of the public. Many thought that the proposed law was a means of legislating potential pharmacists out of business, or that it would require those already in business, who were not experienced pharmacists, to pass an examination before the Board. Their jobbing friends in the drug field opposed the law because they felt that the law as proposed would prevent them from handling any drugs but quinine, epsom salts, sulphur, cream of tartar, saltpeter, etc. and would seriously interfere with the storekeeper's income and the comfort of the public as well.

In 1900 it is estimated that there were between 600 and 700 druggists in the state, as it was reported that 700 copies of the **Proceedings** of the meeting of the Maryland Pharmaceutical Association in Ocean City in 1900 had been distributed to members and other druggists in the state and to secretaries of sister associations.

In 1900 a large delegation, consisting of fourteen pharmacists from Baltimore and thirteen from the counties, proceeded to Annapolis to meet with the Hygiene Committee of the House of Delegates. On the way down the delegation noticed that the opposition in the persons of the jobbing druggists were on the same train. The two groups got together and eliminated the section on the sale of drugs from the original bill. The Hygiene Committee made an unanimously favorable vote on the bill, and it passed through all three readings successfully. After passing the House it was engrossed and sent to the Senate. The Senate Committee on Hygiene reported it favorably on Friday afternoon, March 30, 1900, 5 P. M. when its supporters were not in the Senate. Immediately a Senator from Montgomery County moved that the bill be indefinitely postponed, which motion prevailed.

The defeat of 1900 was a bitter disappointment. The pharmacists had surrendered their long maintained and stoutly contested effort to drive medicine out of the country stores, and, in turn, received the cooperation of the group instead of opposition. The press came to the aid of the pharmacy law, legislators became more friendly, and the public was becoming educated to the need of a pharmacy law for their safety and protection.

In 1902 the pharmacists of Maryland received not only the long awaited Law to control the practice of pharmacy by requiring registration of pharmacists, but also the Substitution Law of Senator Bryan of Baltimore City and the Poison Law of Representative Henkel of Baltimore City. It was a happy day at the Blue Mountain House, June 25, 1902, when the report of the Legislative Committee was read. Mention should be made of the work of Dr. A. R. L. Dohme, who was chairman of the Legislative Committee for two years; of the work of John F. Hancock, Charles Caspari, Jr., Louis Schulze, D. R. Millard, John B. Thomas, Walter R. Rudy and many others. The members of the first Board of Pharmacy were: William C. Powell, who served for thirty-five years, J. Webb Foster, David R. Millard, Charles B. Henkel, and William E. Turner.

Registration of Pharmacists

In 1902 there were 1171 registered pharmacists and registered assistants in Maryland under the new Law, and in 1903 there were 1191 persons registered under it. In 1902 there were 244 members of the Maryland Pharmaceutical Association. Jane C. Cooper was the first woman to join the Maryland Pharmaceutical Association. She received registration No. 1142 as a pharmacist on August 25, 1902. At that time Miss Cooper was connected with the Stam Drug Company, owned by Colin F. Stam of Chestertown, who was a member of the Maryland Pharmaceutical Association in 1883. Later Miss Cooper was pharmacist at Union Protestant Infirmary, Bay View Hospital and Church Home.

As of January 1, 1956, 713 permits were issued to pharmacists and 22 to hospital pharmacies in the state by the State Board of Pharmacy. **The Maryland Pharmacist** recorded 421 persons and stores as members of the Maryland Pharmaceutical Association, and 177 as associate members in 1956.

With reference to laws pertaining to the registration of pharmacists, it is interesting that in 1898 the Maryland Pharmaceutical Association amended Article XII of the Constitution to provide Certificates of Competency, without charge, to any member engaged in dispensing physician's prescriptions, who had no less than four years of experience in the retail drug business and was deemed by the Board of Trustees to be a fit and qualified pharmacist, the names of all pharmacists holding such certificates to be published twice each year in two daily papers in the City of Baltimore. The secretary reported that 120 of these Certificates of Competency had been mailed. These certificates in a measure, took the place of registration of pharmacists by State authority, and they were discontinued when the Pharmacy Law of 1902 was passed.

The Maryland Pharmaceutical Association has been interested in many laws since 1902. The first Federal Food and Drug Law was passed in 1906. In 1910 the Food and Drug Law of Maryland, patterned after the Federal Law, was enacted. The Law provided that the State Board of Health appoint a State Food and Drug Commissioner to administer the Law under the direction of the State Board of Health. Dr. Charles Caspari, Jr., was appointed the first Commissioner, and upon his death in 1917, Dr. John S. Fulton, Chief of the Board of Health, stated that he considered Dr. Caspari as the ranking man in his position in the country. He was succeeded by Dr. Fred C. Blank in 1918, and later by Dr. A. R. Sullivan. In 1922 the work was divided and Dr. R. L. Swain was made Deputy Drug Commissioner. Aquilla Jackson succeeded Dr. Swain and Dr. L. M. Kantner, known as the Chief of the Division of Drug Control, was appointed upon the death of Aquilla Jackson. Dr. Kantner retired in 1955 and Francis S. Balassone was appointed to the position.

In Maryland the first Narcotic Law was passed by the General Assembly in 1886 and had to do with the control of smoking opium. In 1904 a law was passed to control the evils resulting from the use of certain narcotic drugs and to regulate traffic in narcotic drugs.

The Barbiturate Act was passed in 1947. The State Department of Health promulgates the necessary regulations for the administration and enforcement of these laws.

The Miller-Tydings Amendment was passed by Congress to remove restrictions under the Sherman Anti-Trust Laws to permit the passage of State Fair Trade Acts. The Maryland Fair Trade Act was passed in 1947. Many court cases, State and Federal, have been adjudicated since that time, with victories sustaining and also defeating the State Fair Trade Laws. Simon Solomon has carefully watched all court decisions and proposals of new laws, and rendered great assistance to the members of the Association with regard to contracts between manufacturers and retailers.

Pharmaceutical Education

Many members of the Maryland Pharmaceutical Association are graduates of the Maryland College of Pharmacy or of the School of Pharmacy of the University of Maryland; others are interested in the pharmaceutical education of their children; and still others are interested in education as a means of increasing the general standards and influence of their profession.

When one thoughtfully contemplates the past and present of pharmacy education, the progress made from 1841, when prospective pharmacists studied under a preceptor for four years and attended short sessions of lectures of twelve weeks each, and when the night-bell was prominent in most stores, to 1957, when students have many opportunities and obligations in their desire to be registered pharmacists, is like a tale from Arabian Nights.

The Maryland College of Pharmacy became the Department of Pharmacy of the University of Maryland in 1904. Charles Caspari, Jr., Henry P. Hynson, Daniel Base and David M. R. Culbreth of the Faculty of Pharmacy became members of the Board of Regents of the then University of Maryland, which consisted of twenty members, headed by Bernard Carter, provost. The School of Pharmacy became a department of the State University of Maryland in 1920 when the University of Maryland in Baltimore was merged with the Maryland State College at College Park. Dr. E. F. Kelly was the Dean of the School of Pharmacy, and the control of the school was placed in a Faculty Council composed of the Dean and members of the faculty of professorial rank.

In 1870 representatives of the pharmacy colleges of the United States met in Baltimore to form uniform standards for graduation of pharmacy students.

The initial call for the establishment of an association of Colleges of Pharmacy was sent out on April 13, 1900, by Dr. Henry P. Hynson, then Secretary of the Maryland College of Pharmacy. The association was formed, and in 1925 became the American Association of Colleges of Pharmacy. Dr. A. G. DuMez was President of the Association 1928-29. The Association has exerted great influence upon the fundamental education of pharmacists, raising the length of the course from two years to three, then to three years and from three years to four years. In 1954 at Boston, the Association, with a two-thirds vote of its members, raised the length of the course to five years, compulsory with the entering class of 1960.

Dr. E. F. Kelly as president and Dr. A. G. DuMez as Secretary were pioneers in 1932, with three representatives each from the American Pharmaceutical Association, the American Association of Colleges of Pharmacy, the National Association of Boards of Pharmacy, and one representative from the American Council on Education, in the organization and work of the American Council on Pharmaceutical Education, which has exerted a great influence on the standardization and accreditation of schools of pharmacy. The School of Pharmacy of the University of Maryland has always been rated as Class A.

The American Foundation for Pharmaceutical Education, organized in 1942 and financed by gifts from manufacturers and friends in pharmacy, has provided grants for undergraduate scholarships and also graduate fellowships and teaching fellowships in the schools of pharmacy in the United States. Past-President James L. Kerrigan in his annual report stated that the Foundation "is an indispensable instrument in the progress of pharmacy". W. Paul Briggs, the secretary and executive director of the Foundation, received the M. S. Degree from the School of Pharmacy, University of Maryland in 1930. Maryland members of the Foundation include

H. A. B. Dunning, Robert L. Swain and John A. Crozier. The investment portfolio of the Foundation is a financial monument to those who provide the funds. Dr. Dunning was the fourth president, is now a director and among the groups of donors. The list of officers and directors of the Foundation reads like a Who's Who in American Pharmacy.

Kelly Memorial Building

The outstanding accomplishment of the Association by the present generation is the completion of a building as a memorial to Evander Frank Kelly, who was Secretary of the Association from 1907-1942. The planning and building of this memorial was supervised by Dr. H. A. B. Dunning, who not only contributed generously to the project, but also insisted that pharmacists, wholesalers and manufacturers have an interest in financing the building. The Alumni Association of the School of Pharmacy forever will be proud of their part in providing the bust of Dr. Kelly and the furnishings for the Memorial Room. The building not only furnishes offices for the Association, but is also open for meetings of allied groups interested in Pharmacy.

When paying tribute to Dr. Dunning the pharmacists in Maryland remember with pride his influence in the progress of the American Pharmaceutical Association, consisting of his prominent role in the financing and building of the American Institute of Pharmacy in Washington in 1934, his continued interest in assisting the Association to enlarge the building to give space for needed activities, his donation of the flag-pole which floats OLD GLORY and is dedicated to pharmacists who served their country in time of war; and also his assistance in providing the monthly issue of the **Practical Edition** of the **Journal** of the **American Pharmaceutical Association.**

Publications

The **Proceedings** of the Maryland Pharmaceutical Association have been published regularly. In 1925 the Association provided for the monthly publication of the **Maryland Pharmacist,** the first editor being Dr. R. L. Swain, the outstanding editor of pharmaceutical journals and author of many articles of interest to the profession of pharmacy. Melville Strasburger edited the **Maryland Pharmacist** from 1939-1952. Joseph Cohen is the present editor.

The Code of Ethics of the Maryland Pharmaceutical Association was proposed and accepted in 1902, was modified in 1905, and published in the 1907 edition of the **Proceedings.**

Supporting Groups

Members of the Maryland Pharmaceutical Association now enjoy Winter, Spring and Fall regional meetings in conjunction with local groups in different parts of the state. As early as 1894 and until 1906 semi-annual meetings of the Association were held. In the main these meetings were attended by representatives of the Board of Trustees and of different standing committees, who made interim suggestions concerning the activities of the Association. The records also show that the Spring and Fall meetings of the Association were renewed in 1928 wth the meeting in Cumberland.

Two auxiliary groups have been of great assistance to the Association in providing entertainment at the annual conventions. The Travelers' Auxiliary (T.A.M.P.A.) was organized in 1916, with Edward M. Duvall as president. Laurance A. Rorapaugh is president for 1956-1957. Emory G. Helm has been the capable Secretary-Treasurer from 1929-1956. The Ladies' Auxiliary (L.A.M.P.A.) was organized in 1951, with Mrs. Charles S. Austin, Jr., as president. Mrs. H. Nelson Warfield is the president in 1957. These two groups provide the spoof and fun for the conventions.

The Baltimore Retail Druggists' Association might be considered the younger brother of the Maryland Pharmaceutical Association. The National Association of Retail Druggists was organized in Chicago in 1898, with Henry P. Hynson as the first president. The Baltimore Association was organized in 1909, with John B. Thomas the president the first two years, R. E. L. Williamson was president for 17 years—1912-1928 inclusive. S. Y. Harris was president for 4 years and T. Ellsworth Ragland was president for 2 years. Victor H. Morgenroth, Jr., is now president. These associations work for the improvement of business conditions in the retail drug trade.

The drug manufacturers, wholesalers and allied groups serving pharmacy of our state have been of material and moral assistance in building Pharmacy in Maryland. All of them at one time or another. have had pharmacists in their organizations, either as founders or as associates. I wish that time would permit review of the history of each and every one of these fine organizations. The origin and growth of those now in existence as well as those that have ceased to function, is an interesting story in itself.

Time also forces a limit to this presentation. There are many more interesting and factual data that could be included. So rich is the history of pharmacy in Maryland and the part the Maryland Pharmaceutical Association has played in establishing this heritage.

In conclusion, I wish to express my appreciation for the privilege of participating in this historical presentation. It has been my good fortune to have lived and enjoyed part of the era presented here today. Perhaps. 25 years from now, when the Maryland Pharmaceutical Association celebrates its 100th Anniversary, it shall have progressed to such an extent that this presentation shall be of little interest. This presentation is only a prelude of the expected progress of pharmacy and of the Maryland Pharmaceutical Association in the coming decades.

PHARMACY IN RETROSPECT AND IN THE YEARS AHEAD

Robert L. Swain, Editor Drug Topics

While 75 years is little more than a flash in the sun, when seen in the background of history, it is really a long time in the light of a professional organization such as ours. And, in the field of medical and pharmaceutical progress, it affords a good measure of the progress made throughout the years and the progressive motivation which has stimulated medical and pharmaceutical science to ever greater victories over disease.

As we shall see, the 75 years which have elapsed since the Maryland Pharmaceutical Association was established in 1882 have been the most momentous, the most helpful, the most encouraging of all the centuries of medical and pharmaceutical history.

As we stand here in 1957, 1882 seems an almost incredibly distant period. Indeed, 1957 seems to have so little relationship to 1882 because of the momentous changes which have taken place throughout every vestige of our political, social, economic, and professional life.

By way of setting the stage for our consideration of things as they were in 1882, let it be noted that Chester A. Arthur was president of the United States, having been elevated to that high office through the assassination of James A. Garfield in 1881.

The population of the United States was 52,700,000. The population of Maryland was 940,943. The population of Baltimore was 332,313.

According to the best estimates we can make, there was a total of 16,700 retail drug stores throughout the country. For all practical purposes, there were no pharmacy laws in 1882. There were thus no state boards of pharmacy, and no educational or registrational standards for pharmacists. No Federal food and drugs act had been enacted.

Life expectancy was little more than 40 years. Pharmaceutical research, as we know that term, was almost totally non-existent, and therapeutic research, when seen in the light of modern terms. was still in the embryonic stage. Medicine was largely empirical, which means that it was based almost entirely upon routine clinical or bedside observations, rather than anything approaching scientific evaluations.

Prescriptions written in that day were splendid manifestations of polyglot pharmacy. They almost invariably were made up of many ingredients, largely on the admitted belief that if some of the ingredients were useless for the illness for which they were prescribed, some of the other ingredients might prove helpful. The prescriptions of 1882 were reflective of the medical standards of that time and were very largely indicative that drugs were prescribed on a hit or miss basis.

The death rate was extremely high as compared with present day conditions, and there was little or no control over contagious diseases. Diphtheria, and all the other diseases of childhood were rightfully regarded as dreadful scourges. Typhoid fever was rampant, because the science of sanitation and hygiene had hardly begun to take form.

There were no public programs for assuring the purity of drinking water, and our milk supply was totally devoid of the safeguards which today surround this basic food. Public health administration as we have come to know it had not made its appearance.

These background facts and observations serve to give us a fairly good impression of the overall conditions in the field of medicine and pharmacy which existed in that far off period which we now remember as 1882.

It is quite appropriate for us to center our attention upon the Materia Medica of 1882, as reflected in the catalog of the largest pharmaceutical manufacturing concern of that day. A mere recital of these listings is sufficient to show the tremendous contrast between the Materia Medica of that period and that of today. These listings are as follows:

Fluid extracts, 396; pills, 385; solid extracts, 90; "concentrations", 25; tinctures, 60; elixirs, 60; syrups, 20; wines, 15; medicated lozenges, 30; soluble elastic capsules, 75; botanic drugs (in pounds or ounces), 295.

The United States Pharmacopeia VI was official in 1882, and the National Formulary had not yet made its appearance.

It would also be helpful if we would trace, year by year, the most significant developments in pharmacy and medicine during the past three-fourths of a century which has elapsed since our Association was first established.

1882—Koch discovers tubercle bacillus
1883—Klebs discovers diphtheria bacillus
1884—Antipyrine introduced
Sulphonal introduced
1886—Steam sterilization in surgery
1888—Pasteur Institute founded
1889—Johns Hopkins Hospital founded
1890—Diphtheria treated with antitoxin
1895—Roentgen discovers x-rays
1896—Synthetic camphor introduced
1897—Caffeine synthesized
1898—Radium discovered by the Curies
Heroin introduced into medicine
1901—Takamine isolates adrenalin
1905—Syphilis parasite discovered
Whooping cough bacillus discovered
Novocaine introduced
1906—Food and Drugs Act passed
1909—Ehrlich introduced Salvarsan
1915—Harrison Anti-Narcotic Act passed
1916—Dakin introduces Dichloramine T
1922—Insulin discovered
1934—Sulphanilamide introduced
1940—Penicillin isolated
1953—Aureomycin introduced
Polio vaccine made available

The mere recital of these great events in the medical and pharmaceutical field over the last 75 years is sufficient to show that within this period both medical and pharmaceutical science became vitalized, dynamic, and highly constructive in their contributions to better medicine, better pharmacy, and better health.

But, before we leave the background of pharmacy at the time the Association was first established, let us note the general nature of pharmaceutical practice at that time. Our retail drug stores were largely manufacturing institutions, and the pharmacists of that day were more or less expert in such processes and techniques as percolation, maceration, infusion, and decoction.

These manifestations of the pharmacist's art were as much a part of his routine as the store itself. The day of large scale manufacturing pharmacy was still in its infancy. Retail pharmacists were, by and large, the manufacturers of the pharmaceutical products used in prescriptions and which they made available to the public. The preparations and prescriptions called for in that day covered such familiar fields as ointments, mixtures, tinctures, emulsions, elixirs, pills, powders, capsules, tablets, troches, not to mention others of higher or lesser degrees of importance.

These were the days of manipulative pharmacy, pharmaceutical dexterity, and when pharmaceutical elegance was the watch-word and the objective of every pharmacist.

But, while those were times which called forth the highest degree of professional skill and competency in the preparation of drugs and medicines, and in the compounding and dispensing of prescriptions, these seem relatively unimportant when it is borne in mind that medicine and pharmacy of that day were totally unscientific, and was more of the hit and miss variety than of actual scientific worth.

Modern medicine depends upon modern medicines, and pharmacy today is engaged in making available to the medical profession the products which are now evolved and perfected in the manufacturing laboratories of the great drug industry. Among the categories in which the modern therapeutic products are grouped are the sulfa drugs, penicillin; and the other antibiotics; antihistamines; vitamins; blood plasma; hormones; steroids; antituberculosis drugs; hypertensive products; anti-malarial drugs; not to mention others of similar medical and pharmaceutical significance.

It is apparent, of course, that botanical drugs have largely disappeared, as virtually all of our modern pharmaceutical prescription products are either in the field of the antibiotics, chemotherapeutic products, and those resulting from organic chemical synthesis.

This is important, because it brings out in bold relief that drugs and therapeutic products from natural sources are giving away to those resulting from scientific research. Nature, so far as our field is concerned, has very largely given way to chemical, pharmaceutical, and pharmacological laboratories.

In order that our comparative outlook might be clear, let it be noted that today, pharmacy is regulated by law in every state. Rigid educational and registrational standards are universally required for entering into the practice of pharmacy. Through modern food, drug, and cosmetic acts, the purity of drug products is assured. Medicine is no longer empirical or hit or miss. It is truly scientific, and utilizes therapeutic products which are based upon scientific principles and conform to scientific standards.

Public health administration is a function of government, at the federal, state, and local level, and comprehensive and enlightened public health programs are in effect throughout the country.

Sanitation and hygiene are properly regarded as governmental obligations, and the same holds true for milk and water control. In other words, our concepts with respect to these statutory, regulatory, professional and civic areas of public health have progressed so far that they in themselves are quite sufficient for indicating how little 1957 has in common with 1882.

As was to be expected, equally significant progress has taken place in the control of infectious and contagious diseases. Indeed, these diseases no longer rank among our major public health problems. Diphtheria, and other diseases of childhood, have been brought under highly efficient regulation and control. The presence of typhoid fever is an indictment of conditions which are totally and completely unjustifiable. In such diseases as pneumonia, progress has been truly magnificent. The death rate has been sharply reduced and the period of treatment a mere fraction of what it was years ago.

The table of vital statistics, as it may be said to have existed in 1882 has been sharply revised and turned upside-down.

Our major health problems today are in the field of cardiac disease, the degenerative diseases of advanced age, cancer, mental illness, to mention those of chief public concern.

In all the progress which has come about in virtually every area of public health interest, pharmacy has played its vital role. Drugs and medicines are still utterly essential to the treatment and control of disease. Indeed, it can be said, and should be said, that the modern drug products now available in our pharmacies are vastly more important than ever before for use in medical care. It is this fact which justifies referring to the prescription department as the arsenal of health, and the pharmacy as a neighborhood health service institution.

While there may be some justification for lamenting the sharp decline in prescription compounding, and thus a decline in the amount and kind of manipulative pharmacy, these become relatively inconsequential when we realize the vastly increased value of drugs and medicines in the treatment of disease.

The fact that today's drugs cure people to a greater extent than ever before justifies the confidence that the future of pharmacy as a public health profession will continue to grow in worth and usefulness. There is every reason for us to feel that our profession will gain in stature both with the public and the medical profession, simply because our contributions to health care will continue to grow and expand.

It is highly comforting to know that the great achievements in therapeutic research, the great progress in the field of medical care. and the great victories which will be won over disease will augment pharmacy's role in public health.

Drugs and medicines, based upon accepted scientific facts and conforming to rigid scientific principles, will place greater professional obligations and civic responsibilities in our hands. Our pharmacies will continue to be the focal point at which the tremendous contributions of scientific research to medicine and pharmacy become available to the medical profession and the public at large.

It is no mere flight of fancy to state that we are on the threshold of tremendous progress in our understanding and treatment of cancer, of more profound knowledge of mental disease, more steady assurance in the cause and meaning of heart disease, and in meeting the physiological, psychological, and emotional health problems of those of advanced age.

But, as these prayerfully hoped for conditions come to pass, we know that pharmacy will have a progressively more important role to play, because the practice of medicine and the care and treatment of disease will be more and more dependent upon drugs and medicines which will reach the public through our hands.

By way of concluding summary, let it be noted that life expectancy has advanced from 40 years around 1882 to the Biblical three score years and ten. While the gap between 40 and 70 is impressive in its meaning and implications, a further extension of the life span will come about once we learn the secrets of the glands of internal secretion as it is believed that they hold the key to means of slowing down the degenerative processes which reflect themselves in old age.

The golden age of pharmacy has not yet appeared. It is still beyond the horizon. Indeed, it can be doubted that the golden age will ever be, simply because the **tomorrows** of medicine and pharmacy will always surpass the **todays.**

Our profession will reach higher levels of professional usefulness as medical science moves on to greater, ever greater conquests of disease. Pharmacy will continue to have professional and economic problems. It will never be free of the need to reappraise, to readjust, to accommodate itself to change. But these it has always been forced to do. Indeed, the price of survival, the price of progress, lies in the ability to deal with realities, however challenging they may be.

But, together with problems will come greater opportunities for professional usefulness, greater access to professional prestige, and greater personal satisfactions and professional remunerations.

The future is bright with promise. It is bright with the assurance that pharmacy will move to higher levels of public estimation and esteem. It is bright with the certainty of prayerfully hoped for victories over the dreaded maladies which have so far eluded medical conquest. It is bright for the conviction which we hold that, together with the momentous victories over disease, there will come those drugs, medicines, and pharmaceutical products which will bring the benefits of these victories within the reach of every man, woman, and child throughout the land.

So, let us develop pride in our profession, pride in our participation in it, so that we may face the future with that confidence, that steady assurance which comes from the deep-seated conviction that we are prepared for the challenges and opportunities which we know will face us all along the bright, broad highway which leads on and on to that ever beckoning era of better health, better medical care, better pharmacy, better living conditions, indeed, to a better America for us all!

SEVENTY-FIVE YEARS OF SCIENTIFIC PROGRESS

Theodore G. Klumpp, M.D., President Winthrop Laboratories

Three-quarters of a century is a long time and it isn't a long time—depending on the point of view. In the history of pharmaceutical associations, it is a venerable age and The Maryland Pharmaceutical Association is to be congratulated on having attained such a ripe old age, and preserved with it the attributes of its youth.

In the history of science, seventy-five years is a short period of time. And yet in its life time this Association has witnessed more progress in the conquest of disease and the prolongation of life than has been accomplished in the 999 centuries of man's previous existence on earth.

There is a well-known painting entitled "The Doctor" which depicts a physician of about 1882 beside the bed of a child. A dignified professorial gentleman of the old school, he sits with chin in hand anxiously peering at the child waiting for the crisis to pass. The pose is typical of the times—there was little else he could do but sit and wait. It was his misfortune to have been born just before the beginning of the most fabulous period of all time, a period set apart from all the centuries that have gone before it by one overwhelming force—scientific research. All of a sudden in the twentieth century and a little before, the idea of scientific research caught fire. To be sure there have been many truly great scientific investigators throughout the span of recorded history but always before they were lonely voices crying in a vast wilderness of ignorance. In this era, as never before, large numbers of individuals have seen the vision of research and what it can do to make this a better world in which to live.

In 1882 when your Association was founded, surgeons were still arguing about Lister's theory of antisepsis. Only the year before, the first operation utilizing the Lister techniques of antisepsis was initiated in Chicago.

Dr. Franklin H. Martin in his autobiography writes, "In the summer and early fall of 1880, a periodic scourge of typhoid fever prevailed, which was noted for the severity of the attacks, as fully fifteen percent of the patients died. The clinical thermometer was a "new-fangled affair and had to be read before it was removed from the mouth."

In 1882 the vitamins were unknown although lime and lemon juice were used empirically to prevent and treat scurvy. Frank P. Foster's Reference Book of Practical Therapeutics of that day, lists 30 drugs for the treatment of pneumonia including aconite, ammonium carbonate, sweet almond oil, musk and turpentine. The same volume mentions an equivalent number of medicaments for epilepsy and among them appears strychnine, cod-liver oil and silver nitrate.

In 1882 the analgesics and antipyretics employed were opium and morphine, whiskey and salicylic acid. Acetanilide was first used medicinally in 1886 and aspirin was introduced as a drug in 1899. It was not until 1884 that cocaine was first studied as a local anesthetic by Karl Koller. Novocain made its appearance twenty-one years later.

In the time available I can only present a few highlights to illustrate the status of pharmacy and medicine at the time the Association was founded. Accurate statistical comparisons between then and now are not even possible, because there were very few reliable figures on the incidence of disease in those days. For these we must turn the pages of history eighteen years to 1900 when fairly dependable statistical information began to make its appearance.

The most eloquent summation of what has been achieved can be expressed in terms of life expectancy which has moved upward from 49 years in 1900 to 70 in 1957. In 1900, among any average group of 1,000 persons, you could count on 17 dying that year. Today only 9 of that same number will depart this world. Among infants the revolution is even more marked. At the turn of the century, of every 1,000 babies that survived birth, 162 died within the first year, whereas today less than 26 succumb. And of the 20 million babies born in the last 5 years, 80,000 are destined to live to be a hundred. At the beginning of the twentieth century 7,000 children died every year of whooping cough. In 1955 only 470 died of this disease. Looking at it from another angle, we have seen the almost complete elimination of such killers as cholera, yellow fever, smallpox and the plague. Diptheria, scarlet fever, typhoid fever, typhus, tetanus, rickets, Rocky Mountain spotted fever, pernicious anemia, Addison's disease, meningitis and other diseases have lost their deadly sting. Tuberculosis was responsible for 194 deaths per 100,000 population in 1900, but only 9.5 in 1955. In half a century the greatest reaper of them all—pneumonia—has been all but defeated as witnessed by the fact that the death rate has declined from 152 per 100,000 to 12. Even among the survivors, at the beginning of the century, it took an average of three months' wages to pay the hospital bills resulting from a case of pneumonia. Today the disease is often cured at home at an average cost of only five hours' wages for the miracle drugs. Only forty years ago, one of every four persons subjected to a major operation met his doom, whereas today only one in a hundred succumbs, and if that still seems high, let us remember that surgeons can now operate where the risk is great, whereas a few years ago they would not have dared touch many cases that now have been given at least a fighting chance to live.

Forty-five years ago the existence of coronary thrombosis was not even recognized. Today it is diagnosed with certainty and measures are available to save the lives of many who would otherwise have succumbed.

The discovery of insulin in 1922 is rightfully marked as one of the great milestones along the road of medical progress. The identification and extraction of a new medicinal principle is always an event of historical importance. But it is only the beginning and not the end of an achievement. A test tube miracle is one thing. Its beatification into thousands of gallons is sometimes a second miracle without which the first has no significance in terms of human betterment. And it is not until hundreds of thousands of small vials and ampuls or tablets pour out of some pharmaceutical plant, that the course of history is really changed. Before insulin, two of every three diabetic patients died of diabetic coma. Today death from coma is so rare that a certificate with this diagnosis should attract the attention of the medical examiner.

On December 7, 1941 a shot was also heard around the world. More so perhaps than that first one on April 19, 1775, because this one meant that we were suddenly projected into a world war. And that shot woke up our military authorities and the experts in the newly discovered science of logistics, that we couldn't win that global war without a safe and effective antimalarial to replace the no longer available quinine. The American pharmaceutical industry supplied the need with close to seven billion tablets of Atabrine—enough to girdle the earth almost three times if laid side by side. Atabrine and its successors, Aralen and Plaquenil, proved to be so good that quinine is now otherwise better occupied as an ingredient of another popular medicinal, gin and tonic.

In the late twenties Sir Alexander Fleming observed that for some unknown reason bacteria failed to grow here and there in his Petri dishes. The inquiring mind of a scientist prompted him to find out why. He discovered that a simple mold, penicillum notatum, had accidentally contaminated his bacterial cultures and wherever the mold took hold the bacteria failed to flourish. The logical next step dictated by scientific curiosity was to find out what it was in the mold that was responsible for this curious phenomenon and, having found it, whether or not this substance, now called penicillin, could be safely introduced into the human body with the same results. This experiment was performed by clinicians, Florey and Chain. As everyone now knows, the experiment was successful. However, up to this point we had nothing more than intriguing academic scientific observations. The sixty-four million dollar question was: Could this antibacterial substance, penicillin, be produced on a large scale and at a cost low enough to make it practical and available for the treatment of the millions who had infections susceptible to the action of penicillin?

Despite the fact that penicillin was discovered in England, it was no accident that it was first produced on a large scale by the American pharmaceutical industry. England's industrial potential had been too severely impaired by the devastating effects of the war to undertake what at that time was a highly speculative production venture. But perhaps it was something more than this because since penicillin, over 4,000 antibiotics have been discovered in the United States, of which 19 have been placed on the market. So far as I know, only one other useful antibiotic has been developed in the rest of the world.

The industry's record in getting into large scale production of fabulous amounts of penicillin was hailed on all sides as one of the outstanding production achievements of World War II.

It was said by some, however, that it was the stimulus of war and the expediting help of the government that made this record possible. There is good reason to doubt the validity of this argument. When the next important antibiotic, streptomycin was discovered, the war was over. There were no governmental expeditors and no priorities. The industry's record in turning out streptomycin was better than penicillin. It took about five years before adequate quantities of penicillin were being produced for all needs but only about three years for streptomycin.

It has been estimated that as many as 9 million people, almost 6% of the total population, are suffering from various forms of mental disturbance. Four out of every ten hospital beds in the U. S. A. are occupied with patients with mental illness. Our facilities are woefully inadequate and every mental institution has long waiting lists. From the standpoint of prevalence, this is now the most serious health problem in the nation. For some reason it looks as if we are all rapidly going nuts. But as someone reassuringly said, "We may be crazy but we aren't stupid."

Until recently the psychiatrist had almost no tools with which to work—very little more than talk and shock treatment. Talk in the form of psychoanalysis is too time consuming for general use and only applicable to a selected group of patients. Some are too dumb and others too smart for it. The other day a psychiatrist gave up on a brilliant young lady whom I happen to know. He said that she wound up by psychoanalyzing him. Shock therapy too has serious limitations.

But within the last two years our industry has come up with two drugs—Thorazine and Rauwolfia and its alkaloids—that have already revolutionized the treatment of some of the most prevalent forms of mental illness. In keeping with the history of our industry, when we once break through the sound barrier in a given direction, everyone seems to be able to do it and we have a flood of new and different products directed toward the same end. To digress a moment to illustrate the point, the first antihistamine was followed by hundreds of others, the first sulfa drug brought in its wake more than 5,000 others, the first antibiotic over 4,000 others. Since the first steroid was synthesized over 20,000 similar compounds have been made and described. A whole series of new compounds for mental illness have already been turned up and more are on the way. I am confident that we are standing on the threshold of a new and revolutionary era in the treatment of mental illness.

These spectacular gains that I have outlined have been achieved through the collaboration of the medical profession and its basic sciences, pharmacy and the pharmaceutical industry.

In no other field of endeavor has this kind of partnership been more productive of good for mankind. In all of history it is one of the brightest chapters of industry and the professions working together to their mutual interest and for the common good.

But our job has just begun. There are still bacteria that haven't been mastered, and it is likely that the appearance of new mutants will keep us busy in this field for a long time. Although the conquest of one of the meanest diseases of them all—poliomyelitis—is taking place under our very eyes, there is still a whole host of virus diseases that are as yet untouched. Cancer is still a who-done-it mystery to which there is not a single basic clue. Because of this we are in the midst of a vast hit or miss program of testing hundreds of thousands of chemical compounds for their possible effects on the various forms of cancer. There is no knowing whether or not this search for a needle in the haystack will yield results and when, but there are many highly qualified scientists who feel that this is the best approach to the problem in the absence of a more positive clue. It is our hope that we will hit upon a class of chemical compounds that will not only retard the reproduction of cancer cells but will also reveal the basic key to the nature and control of cancerous growths. We have a good palliative for diabetes but we still don't understand the basic nature of this disease. A whole host of endocrine, mental and neurological disturbances still defy our best research brains. Arteriosclerosis, the greatest killer of them all, and the ultimate limiting factor in our life span, is still beyond our grasp. There is no doubt that our scientists have plenty left to do, and so long as Mother Nature fails to create and maintain perfectly functioning bodies, she will need the combined research help of our physicians, pharmacists and the pharmaceutical industry. But the most significant and encouraging aspect of medicine today is the fact that at long last we have learned how to go about picking the lock of nature's hidden secrets.

Opening these doors is not a one man job. In the future, more than has been the case in the past, new discoveries will emerge as the culmination of the combined efforts of many workers covering the scientific spectrum from physics and chemistry to clinical medicine. This great Association has been particularly blessed in having its start and development during this fabulous era.

It is easy for us to conclude that we are living in troublous times and in a period of uncertainty such as the world has never seen before. This is because our noses are too close to the grindstone. The world has always been beset with anxiety and the threat of catastrophe. In the past it was famine and disease. Today it is atomic energy, and the shrinking of distance brought about by our scientific advances. But along with it we have developed a sense of responsibility and concern for the welfare of our fellow men, the like of which the world has never known before. Even the barbarians, the Russians, have failed to hurl their atomic bombs, which they know and we know they might have recklessly used to destroy us during a span of years when we were helpless to defend ourselves.

I am convinced that the achievements of the past have been only stepping stones to a brighter, happier and more glorious future for mankind. Every sign and portent makes it clear that the Maryland Pharmaceutical Association having lived a long time and a short time, depending on the point of view, will continue to thrive for a long time, from every point of view. May you always keep before you the objective of human betterment which is the only goal worthy of a profession.

A HISTORY OF THE SCHOOL OF PHARMACY UNIVERSITY OF MARYLAND

Dr. Noel E. Foss, Dean School of Pharmacy, University of Maryland

The need for a school in Maryland where students could be given an adequate program of study in the arts and sciences concerned with pharmacy had been realized by leading pharmacists and physicians throughout the State for many years. It wasn't until 1840 that a move was undertaken for the organization of a school of pharmacy. The Maryland Medical and Chirurgical Faculty initiated a meeting with representatives of the Baltimore pharmacists in the home of one of the physicians "with the idea of elevating pharmacy." At this meeting, attended by three members of the medical faculty and eight pharmacists, a committee of five pharmacists was appointed which undertook all further steps and finally, on July 20, 1840, founded the Maryland College of Pharmacy. In 1841 a Charter was obtained from the General Assembly of Maryland for the Maryland College of Pharmacy. Such men as Thomas G. Mackenzie, George W. Andrews, Robert H. Coleman, B. R. Roberts, David Stewart, H. B. Atkinson, H. W. Balderston, Israel J. Grahame, R. P. Littlefield, J. W. Scott, John Hill, W. S. Reese, W. S. Love, J. J. Meyer, T. E. Brennan, Charles Wiseman and E. Raymond were responsible for this action. The first course in instruction began in November 1841 and the course was completed in approximately three months (February 1842). On June 19, 1842, Alpheus P. Sharp, F. A. Cochrane and William S. Thompson became the first graduates of this new school of pharmacy. At this time neither officers nor lecturers received compensation for their services.

In 1847, due to the death of four members and the change of occupation of seven others, the six active members of the college were compelled to suspend lectures. In 1856, the group was reorganized, thirty-one members being elected. George W. Andrews was elected president; Israel J. Grahame, first vice president, J. W. Barry, second vice president; William S. Thompson, secretary; J. B. Baxley, treasurer; and J. W. Moore, A. P. Sharp and J. Roberts were on the board of examiners.

The first home of the Maryland College of Pharmacy was a single small room on Gay Street in Baltimore and later was moved to a room in the building of the Faculty and Physics of the University of Maryland. The college was again reorganized in 1856 and rooms were rented at Calvert and Water Streets in Baltimore. In 1858 rooms were rented from the Medical and Chirurgical Faculty of Maryland; in 1868 the college moved to 12 West Baltimore Street. It wasn't until 1876 that the college purchased its own building. This was a former public school building which was at first remodeled and then followed by a new building in 1886. This building was used until the Maryland College of Pharmacy became the Department of Pharmacy of the University of Maryland in 1904. In 1920, the school became the School of Pharmacy of the University of Maryland when the then University of Maryland merged with the Maryland State College. Finally, in 1929, the Maryland State Legislature appropriated funds for the construction of a new pharmacy and dental building at Lombard and Greene Streets in Baltimore. This new building was the realization of a great need for the necessary physical equipment for the proper teaching of the profession of pharmacy in Maryland.

Thomas G. Mackenzie was elected president of the Maryland College of Pharmacy in 1840 and served until 1842. The following have served as presidents of the college: Benjamin R. Roberts (1842-1844); George W. Andrews (1844-1871); J. Brown Baxley (1871-1872); J. Faris Moore (1872-1873); John F. Hancock (1873-1875); Joseph Roberts (1875-1888); Edwin Eareckson (1888-1890); William S. Thompson (1890-1891); Louis Dohme (1891-1896).

Charles Caspari, Jr., was appointed Dean of the Faculty in 1896 and served the college in this capacity until his death in 1917. The subsequent Deans of the school have been: Daniel Base (1917-1918); E. F. Kelly (1918-1926); A. G. DuMez (1926-1948); B. Olive Cole (Acting Dean (1948-1949); and Noel E. Foss (1949-).

Graduate instruction was initiated in 1928. The first three M. S. degrees were awarded in 1930 and the first two Ph. D. degrees in 1933. The graduates of the University of Maryland, School of Pharmacy, have excelled in many fields and their achievements have elevated the name of the University of Maryland. This is evidenced by the fact that many of its graduates are currently serving as educators in various schools of pharmacy; as key men in pharmaceutical industry; and in various capacities in the Government service. Many have risen to influential positions in national and state pharmaceutical organizations, and have become prominent citizens of this state and other states in this country as well as many foreign countries.

Future plans call for the construction of a new School of Pharmacy (construction started September 1956) on land adjoining the former site of the Second English Lutheran Church on Lombard Street adjacent to the Kelly Memorial Building. This will be a two story building and will house the departments of pharmacy, pharmacy administration, biological sciences, pharmacognosy and administrative offices. Completion is expected sometime in late 1957 or early 1958.

The School of Pharmacy has progressed during the past one hundred years. Today it is recognized as one of the leading colleges of pharmacy in this country.

MARYLAND BOARD OF PHARMACY

Francis S. Balassone, Secretary

The antecedent of the Maryland Board of Pharmacy was the Board of Commissioners of Pharmacy and Practical Chemistry. In the main, the commissioners were physicians. It was not until the latter part of the nineteenth century that pharmacists began serving on the Board.

Since its inception the primary purpose of the Board has been examining, licensing and certifying candidates qualified to practice pharmacy in our State.

The Maryland Board of Pharmacy, as it is constituted today, came into being with the Maryland Pharmacy Practice Law of 1902. During the ensuing years, many men have held offices on the Board, who are now long since gone but those names are still familar to many of us, such as: J. Webb Foster, David R. Millard, H. Lionel Meredith, John A. Davis, Ephraim Bacon, William E. Turner, S. Y. Harris, J. Fuller Frames, L. V. Johnson, Harry R. Rudy, Homer P. Middlekauff, Aquilla Jackson and T. E. Ragland. Familiar names of more recent date are: Dr. George A. Bunting, Dr. Robert L. Swain, Dr. Lloyd N. Richardson, and Dr. L. M. Kantner.

DIVISION, DRUG CONTROL
MARYLAND STATE DEPARTMENT OF HEALTH

On July, 1910 the Bureau of Food and Drugs of the State Department of Health was created. The selection of Dr. Charles Caspari, Jr. by the State Board of Health as the first Food and Drug Commissioner has proven many times as an excellent choice. Through sharing his duties on a part time basis along with being Dean of the Maryland College of Pharmacy, Dr. Caspari served the Maryland State Department of Health well. Dr. Fred Blank, a chemist from The Johns Hopkins University followed the pattern set by Dr. Caspari in preventing the manufacture and sale of misbranded foods and drugs. Mr. A. L. Sullivan, followed with a long term in office as Food and Drug Commissioner. He was fortunate in having as his Deputy Food and Drug Commissioner, Dr. Robert L. Swain who worked and accomplished much in the way of new and modern legislation relative to professional and physical standards. A short term as Deputy Food and Drug Commissioner was held by Aquilla Jackson who died within the year after taking office.

In 1948 Mr. Carroll S. Brinsfield succeeded Mr. Sullivan as Commissioner of Food and Drugs. From 1940 to 1951 Dr. L. M. Kantner served as Deputy Food and Drug Commissioner, and in 1951 when there was a reorganization of the Maryland Health Department he became Chief, Division of Drug Control, and Mr. C. S. Brinsfield, Chief, Division of Food Control, under Mr. Robert M. Brown, Chief, Bureau of Environmental Hygiene.

Since November 15, 1955 the office of Chief, Drug Control has been held by Francis S. Balassone.

FOURTH SESSION

Thursday, June 27, 1957

The Fourth and final Session of the Convention was called to order at 10:00 A.M. by President Macek. He informed those present that this was the business session of the Convention and all would have an opportunity to discuss Association matters at this time.

The first order of business was a report of the Nominating Committee which follows:

REPORT OF THE NOMINATING COMMITTEE

Hyman Davidov, Chairman

Under the new Constitution and By-Laws adopted by the Maryland Pharmaceutical Association at its 1956 Convention, the Nominating Committee is now a standing committee of the Association. This is the first year it has functioned as such.

The Nominating Committee met three times during the year, once at the Kelly Memorial Building on May 15th, and twice at this Convention.

The Committee considered nominations for the following offices as provided by the Constitution of the Association: Honorary President, President, First Vice President, Second Vice President, Third Vice President, Treasurer and Secretary Emeritus; an Executive Committee consisting of a Chairman and two members of each of five districts in the counties and five members from Baltimore City, comprising the State of Maryland. The Executive Secretary is no longer an elective office, he is appointed by the Executive Committee .

The following slate is presented for your consideration:

Officers

Honorary President - Simon Solomon - Baltimore
President - George M. Schmidt - Elkton
First Vice President - Frank Block - Baltimore

Second Vice President - Gordon A. Mouat - Baltimore
Third Vice President - Harold M. Goldfeder - Riverdale
Secretary Emeritus - Melville Strasburger - Baltimore
Treasurer - John F. Wannenwetsch - Baltimore

Executive Committee

Chairman - Frank J. Macek - Baltimore

District 1:
- Halcolm S. Bailey - Ocean City
- James W. Truitt, Jr. - Federalsburg

District 2:
- Norman J. Levin - Pikesville
- William Y. Kitchin - Annapolis

District 3:
- Wayne A. Braden - Silver Spring
- James A. I. Parker - Kensington

District 4:
- Victor G. Mercer - Frederick
- Arthur C. Harbaugh - Hagerstown

District 5:
- William A. Cooley - Cumberland
- Howard E. Cooper - Cumberland

District 6, Baltimore City:
- Hyman Davidov
- Victor H. Morgenroth, Jr.
- Simon Solomon
- Charles E. Spigelmire
- Solomon Weiner

Ex-Officio Members

Walter E. Albrecht - Linthicum Heights
Charles S. Austin, Jr. - Towson
Francis S. Balassone - Baltimore
Noel E. Foss - Baltimore
Lloyd N. Richardson - Bel Air

The Committee also wishes to propose the following for Honorary membership in recognition of their long and devoted service to the Association:

Frank L. Black
B. Olive Cole
Leahmer M. Kantner

We wish to present, for your approval, the following three names as nominees for the appointment of one to the Maryland State Board of Pharmacy.

The appointment to become effective as of May 1, 1958 upon the expiration of the term of Charles S. Austin, Jr. I should like to comment, that several names were considered by the Nominating Committee and after due consideration, we recommend the following three names be submitted to the Governor:

Charles S. Austin, Jr. - Towson
Norman J. Levin - Pikesville
Simon Solomon - Baltimore

The report of the Nominating Committee was followed by a discussion on how the names were selected and if each district has full representation according to one member on the Executive Committee for each twenty-five members in the district. Upon the assurance by Secretary Cohen that the entire membership would be reviewed and if any discrepancy was found it would be reported at the next Executive Committee meeting, the slate was unanimously adopted without further nominations from the floor. The Secretary was instructed to cast the unanimous ballot.

OLD BUSINESS

1. Walter E. Albrecht gave the following report on the Medical Care Program:

Report on the State Medical Care Program of the Maryland State Department of Health

One of the gravest responsibilities of our Democracy is to find solutions to serious social problems, solutions that are adaptable to our people, our institutions and our heritage. Maryland, for the past ten years has solved the problem of providing Medical Care for its low income citizens, with a free choice of Physician, Dentist, or Pharmacy and likewise the professional participants are free to accept or reject patients.

Maryland is a comparatively small State with a population of approximately 2½ million; a little less than half of the people live in Baltimore City, the rest in the 23 Counties. Each County has an organized county health department and a full time medical officer who serves in the dual capacity of county and deputy State Health Officer. The counties vary greatly, from a small agricultural unit bordering on the Chesapeake Bay in the southeast where over a third of the population is negro, through the large centrally located counties with rapidly growing urban areas around the District of Columbia and Baltimore City, to the rugged mountainous counties in the western part of the State where there are almost no negroes. The City of Baltimore, with its independent health department, is a well known Medical Center with two large teaching Hospitals.

Because of differences in the type and availability of medical manpower, facilities and local conditions, two distinct medical care programs or plans are in operation in the State, both financed by appropriations of the State Legislature:—one, a program in the counties administered by the Bureau of Medical Services and Hospitals of the State Department of Health, in conjunction with the Deputy State Health Officers under a fee-for-service system of payment; the other in the City of Baltimore administered by the Medical Care Section of the Baltimore City Health Department under a capitation system of payment for Physician and Clinic services. Both Programs are designed to complement, not to supplement the many other existing medical care services rendered by public and private agencies and civic minded individuals.

It is significant that the initial impetus for the establishment of these programs came from the Medical and Chirurgical Faculty of Maryland (the State Medical Society). The first step was an open letter in 1939 sent by the Faculty to the Maryland State Planning Commission, which is a public agency created by law to deal with "subjects affecting the health and welfare of the people." A Committee of the Planning Commission undertook a survey of the Medical facilities and needs of the people of the state. Among other recommendations, this committee proposed a plan which became known as the "County Medical Care Program". The committee recommended that responsibilities for administration should rest with the State Department of Health, breaking with the usual tradition of placing responsibility in the Welfare Deparment. The Plan for the counties received the unanimous approval of the Medical and Chirurgical Faculty in 1944, enabling legislation was passed in 1945 and the program began operation in July of that year.

The program in Baltimore City developed later. In 1944, a special subcommittee of the Committee on Medical Care of the Planning Commisison surveyed the Medical Care needs of the City of Baltimore and proposed a medical care plan for public assistance recipients in the city to be administered by the City Health Department. This plan also had the approval of the medical society before it began operation in August 1948.

In the counties, the program serves the indigent, that is the recipients of public assistance and the medically indigent—defined as normally self-supporting persons who are unable to meet the cost of medical care. Eligibility determination of the indigents is handled by the Department of Welfare since public assistance recipients are automatically eligible for the program. The determination of eligibility for the medically indigent, a variable and somewhat elusive segment of the population, is the responsibility of the county health departments. For Administrative purposes, established income scales, graduated by size of family and living costs in the counties, serve as standards for medically indigent eligibility determinations. A family of four, for example, living in the more prosperous counties is eligible if their income is less than $1,452 per year. County health officers have the perogative of granting exceptions to these income scales in the face of unusual medical or social circumstances.

In most instances, medically indigent persons apply for enrollment in the face of actual medical need, and so represent an adversely selected group. They are enrolled for various periods of time, depending on medical need and social and economic factors, but are limited to a maximum coverage of six months without reapplication. The indigents are enrolled for a period of six months but are recertified if still on the welfare rolls. Each person or family certified and accepted under the program is furnished with an identification card which indicates the expiration date of coverage. The program in Baltimore City has so far been limited to the indigent, with the Department of Welfare handling the eligibility determination. Certifications are issued for a maximum period of three months, subject to recertification if the individual continues on the welfare rolls.

The two programs cover about 2% of the population of the State, with an average combined enrollment of, roughly, 50,000 people. The Cost of providing service, exclusive of administrative costs, is running at about $1,500,000 per year,—the equivalent of 50 to 60 cents per capita for the entire population.

As was mentioned earlier, each program was specifically planned for the locale in which it was to operate. In the counties where the specialized services of hospital out-patients are not in general accessible or available, the plan is centered in the services of private-practicing physicians. The program offers physician's service in the home or office with provisions for consultations by specialists and non-specialists, x-ray and laboratory service performed in the physician's office when this is not available through health department facilities. Somewhat limited dental services are included, with primary emphasis on relatively complete service for children and young adults. Dentures are provided; however authorization for this comparatively expensive service item must be obtained in advance. Drugs and some medical supplies as prescribed by the physician are also provided.

The patient, needing care, seeks service from the physican, dentist or pharmacist in his or her community. He has complete freedom of choice and likewise the doctor, dentist, or pharmacist may accept or reject the patient as with private cases.

Payments for services rendered are made monthly on the basis of reports of service in accordance with fee schedules which were developed with the full cooperation of the State's medical, dental and pharmaceutical associations. A physician, for example, is paid $2.00 for an office call and a specialist receives $10.00 for a consultation. Dentists are paid $2.00 for a single extraction or an amalgam filling, and varying amounts for other services up to a maximum of $85.00 for a full set of upper and lower dentures. Pharmacists are paid for prescriptions which they have dispensed on a schedule covering, for each prescription, wholesale ingredient cost, container charge if necessary, and a mark-up allowance for professional service. This mark-up is a basic 30% of cost with a minimum allowance of 40 cents for uncompounded and 60 cents for compounded prescriptions. Fee schedules are uniform throughout the counties. No professional participant is permitted to make supplementary charges to the patient for services rendered under the plan.

The day to day operation of the program is in the hands of the county health departments and it is the county health officer and his staff who daily meet and solve the countless problems which inevitably arise in a program dealing with more than 20,000 patients and over 1,400 professional participiants in a year. The Council on Medical Care has been of invaluable help to the program. It is a representative advisory body set up by law which meets monthly to advise on the program's operation and to recommend policy formulation.

In Baltimore City, in contrast to conditions in the counties, hospital out-patient departments are relatively accessible and have traditionally provided both emergency and day to day care to ambulatory patients in the lower economic brackets. The city program utilizes the integrated services both of private practicing physicians' service and of hospital out-patient facilities. It offers to its medical care cases physicians' service in the home and office, consultant, diagnostic and special treatment in hospital out-patient clinics. Limited dental care is provided as well as drugs and some medical supplies prescribed by the physicians.

Medical Care clinics have been set up in the out-patient departments of seven large hospitals under contract between the Commissioner of Health and the parent hospital. Clients of the Welfare Department are assigned by the Medical Care section of the City health department to a medical care clinic, according to the location of their residence. At the clinic, each new patient is given an initial examination, any emergency treatment and is asked to designate the private practicing physician of his choice. The physician is contacted by the Clinic and, if he agrees to accept the patient, serves as the patient's family doctor with the facilities of the Medical Care Clinic and the outpatient department of the parent hospital available for supporting services. The physician is sent copies of the medical care clinic's findings. Prescribed drugs and medical supplies are provided by the neighborhood or hospital Pharmacy. Most dental services are rendered by dental clinics at the hospitals and are limited primarily to extractions and emergency care. A recent development is the establishment of a special dental clinic in a health department facility to provide more inclusive care.

Payments for services rendered by medical care clinics and physicians are made on a capitation basis. For each public assistance client assigned to its medical care clinic, hospitals are paid quarterly in advance at the rate of $10.00 per year. Physicians receive $7.00 per year. For dental service, hospitals are paid on a fee-for-service basis with a ceiling set at the rate of $1.00 per person assigned per year. Pharmacists are paid according to the same fee schedule that is in use under the county program.

The medical care clinic directors have considerable autonomy in carrying out the clinic functions and are primarily responsible to the board of the parent hospital. The Medical Care Section of the City Health Department handles the day to day contacts with participating physicians and pharmacists. The medical care clinics submit quarterly reports on the type and volume of services rendered and, each year, submit costs statements to substantiate expenditures under the capitation system of payment. Physicians report quarterly on convenient report forms detailing the number and type of call rendered to each patient under their care. Special studies, usually on a sampling basis, are made from time to time on various aspects of the progam's operation. The cost of providing coverage to the welfare recipients in the fiscal year ending June 30, 1956, was surprisingly close under both programs, despite the fact that the services offered and the method of payment differ. In the counties it cost $29.68 per person year of coverage; in the city a few pennies more or less. The cost of prescribed drugs is the most directly comparable item under the two programs. In Baltimore City this amounted to $8.51 per person year of coverage and in the counties $8.85. Costs under the county program for the medically indigent run much higher, since these people represent an adversely selected medical risk. For each twelve months of coverage for the medically indigent costs were $52.78, compared to $22.99 for the indigent.

Professional participation in both programs has been at a satisfactory level. About 300 physicians participate in the Baltimore City Program. Many Baltimore City physicians are inaccessible to patients under the program because of geographical concentration of the indigents in certain areas of the city.

In the counties 925 physicians participated during the year 1956. In the rural areas there is nearly 100% participation by private-practicing physicians, however, this percentage drops considerably in the more urban centers.

Although both programs have become an accepted part of the Medical Care pattern in Maryland, they have by no means solved all of their problems. The adequacy of appropriations is always a potential source of difficulty. During the past ten years for example, each program resorted to waiting lists for persons qualifying under the eligibility standards, as there were insufficient funds to cover all eligible persons. At various times in the past even this present year, the county program, prorationing of payments to physicians and dentists has been made, this year at 70% of face value of the bills. Every year, it is a very real and vital challenge to gain the understanding and support of the public at large and of the State Legislators for budget requests.

Another serious problem is presented by expenditures for prescribed drugs. Not only has the average cost of a prescription shown a steady increase over the years, but the absolute and relative amounts spent for prescribed drugs have also shown steady increases. A partial explanation of this trend is no doubt the change in prescribing habits or practices of physicians, reflecting the accelerated development of new, effective and usually expensive preparations. When prescriptions are studied in detail, concern is felt over such questions as the cost of many proprietary drugs compared to that of their less expensive U.S.P. or N.F. equivalents, also the quantity of a drug sometimes prescribed in a single prescription or the number of refills authorized. The problem seems basically an educational one, centered in the need to convince physicians participating in a tax supported program, of the necessity for limiting prescribed drugs to the most economical minimum consistent with the patient's needs.

Various educational approaches have been tried, recently in Baltimore City a formulary was introduced to serve as a guide to participating physicians. Under the county program, policy regulations for dispensed drugs have been more stringent. Despite these efforts, the ideal solution has not been found to the pressing problem of drug expenditures. Other aspects of both programs are being studied actively as a basis of future development.

The success that both programs have so far enjoyed is due in large measure to the effective cooperation between professional groups, their individual members and a public agency. Both programs aim to fulfill a three-fold responsibility; to the patient to see that he obtains adequate medical care; to the professional participant to see that he receives a reasonable reimbursement for his contribution; and to the public to insure that tax funds are expended to the maximum benefit of the greatest number of needy citizens. We look confidently to the future, with high hopes for continued development and improvement both in quality and scope of services provided.

In conclusion, I would like to express my appreciation to Dr. Betty Rogerson of the State Department of Health for her valuable assistance in preparing this report. I also wish to thank the Maryland Pharmaceutical Association for the confidence it has placed in me as its representative on the Council on Medical Care.

2. Gordon A. Mouat, Chairman of the Special Committee on Medical Care Prescriptions gave a progress report:

The Committee was appointed at the Winter Regional Meeting held in January as a result of discussion on the pricing of Medical Care prescriptions.

A conference was held at the Kelly Building on January 30th, with representatives of the Baltimore City Health Department, the State Department of Health and a joint committee representing the Baltimore Retail Druggists' Association and the Maryland Pharmaceutical Association. As a result of this meeting a subcommittee was appointed to formulate a plan.

On March 1st a meeting was held at the State Department of Health to discuss a plan based on information obtained from the prescription files of Burriss & Kemp.

The plan is as follows:

a. 60% markup on cost of all prescriptions up to $4.00.
b. 50% markup on cost of all prescriptions over $4.00.
c. $1.00 minimum charge.
d. Fair Trade minimum prices to apply to non-prescription orders for medical supplies.

Mr. Mouat said, on the basis of a study of his own medical care prescriptions the above plan would mean an increase to the State and City Programs of 16%.

The State and City pooled 1000 prescriptions each for a cost study. A sub-committee representing the Associations assisted in this study.

Mr. Mouat further stated that in order to obtain an increase in the schedule, the request would have to be made in the Fall in order to go into effect on July 1, 1958. No earlier request or adjustment could be expected. He added that an actual cost figure would be helpful, but at the present time he had not been able to obtain such information because everybody operates at various expenses.

Dr. Bertram Haines, Baltimore City Health Department, was introduced. He stated that a 15.8% increase on the present program of about $800,000 for the City and State would be a sizable increase. He said that a sound background would be necessary to convince the Legislature. Dr. Haines felt that the pharmacists should have a fair return and should not operate under the Program at a loss. He promised complete cooperation.

Mr. Lloyd N. Richardson, member of the Maryland Board of Health, felt that no profession called on to participate in the medical care program should do it at a sacrific or loss. If it is an essential program, the officials responsible for it, should be willing to pay for it at a nominal cost. He felt that his expression reflected the sentiments of the Board of Health.

Mr. Richardson explained the Federal participation in the State program generally referred to as "matching funds". He pointed out that legislation was necessary to transfer such funds from the Welfare Department to the Department of Health for administration as the Federal government was making the funds available to the Welfare Department in each State as a uniform procedure. In Maryland, the Medical Care Program is administered through the Department of Health.

Mr. Richardson took exception to the inference that the cost of Medical Care Program continues to rise because of the high cost of drugs. He said this was not true because the physician is responsible entirely for the drugs prescribed. The pharmacist merely dispenses what the physician orders—the markup remains the same. The physician and others should be made to understand this.

Mr. Charles S. Austin, Jr., representative on the Baltimore City Medical Care Program for Pharmacy, agreed with Mr. Richardson. He further added that the City Program recognizes the cost of drugs may be controlled by the physician. He said that if we are to continue with such a program we must face the reality that the cost is going to increase and additional funds must be made available. He felt that the City Program would work along for a satisfactory conclusion of the problem.

3. Executive Committee:

Mr. Morgenroth clarified the Constitution and By-Laws with regard to membership on the Executvie Committee. He felt that the districts were not fully represented according to the intent of the Constitution.

Mr. Austin answered that the Nominating Committee was operating for the first time under the new Constitution and took everything into consideration to make the nominations as representative as possible.

Mr. Charry was extremely critical of the procedure followed by the Nominating Committee. He said that the various groups of the State were not asked for lists to be considered by the Committee.

Secretary Cohen explained that announcements were made at all Regional meetings asking for names to be submitted to the Committee.

It was determined that the membership for each district be reviewed and reported to the next regular meeting of the Executive Committee. If additional membership is in order, the Executive Committee should increase the membership of the Executive Committee.

NEW BUSINESS

1. Aaron M. Libowitz demonstrated how effective stands and displays could be constructed from old cigar boxes at practically no cost.

2. Report of the Resolutions Committee—Noel E. Foss, Chairman

Dr. Foss stated that under the new Constitution and By-Laws, the Resolutions Committee was now a standing committee. He felt that this was helpful as he had received comments during the course of the year which helped the Committee.

The resolutions adopted follow:

REPORT OF COMMITTEE ON RESOLUTIONS

No. 1

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that all pharmacists be urged to undertake more aggressive display, promotion, and merchandising of those drug store merchandise lines now being pushed by supermarkets and other non-drug mass distributors, to the end that the public may be made aware that the drug store is the safe, dependable, and logical source of drugs, medicines and related products.

No. 2

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that manufacturers limit the number of drug samples distributed to physicians so as to prevent the improper use of samples, and in some cases their diversion to irresponsible sources.

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the secretaries of the ethical manufacuring pharmaceutical associations.

No. 3

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that when it is necessary to include an expiration date on a drug product that the manufacturer be asked to include the information on the label affixed to the inside container as well as to the outside carton enclosing the product, in the interest of public health, since many patients tend to remove the outside carton which usually carries the expiration date and thus have no available means of determining whether the product is safe for use or is still effective.

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the Secretaries of the American Drug Manufacturers Association and the American Pharmaceutical Manufacturers Association.

No. 4

RESOLVED, by the Maryland Pharmaceutical Association that it express its deep concern over the facts shown by recent surveys that people pay little attention to labels, warnings, and cautions and thus would seem to need professional advice when purchasing drugs and medicines for home medication purposes; and,

BE IT FURTHER RESOLVED, that this situation would seem to show the need to limit the sale of drugs and medicines to pharmacists who, by training and experience, are best qualified to protect the health and welfare of the public in this important matter.

No. 5

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it re-assert its conviction that there is no real justification for federal legislation regulating the production, distribution, and use of barbiturates and amphetamines, as this would seem to be a matter more directly in the area of state enforcement and authority; and

BE IT FURTHER RESOLVED, that the Association express its opposition to the Boggs Bill, and other bills of a similar nature, now pending before Congress, the purposes of which are to bring these drugs under rigid federal authority and control; and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to each member of the Maryland delegation in Congress.

No. 6

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it condemn the distribution of drugs and medicines in industrial plants except under the professional supervision of registered pharmacists, and

BE IT FURTHER RESOLVED, that manufacturers and wholesalers be asked to refrain from selling drugs and medicines to industrial plants for distribution to their employees unless such distribution is professionally supervised by registered pharmacists, and

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the wholesalers in this area and to the secretaries of the American Drug Manufacturers Association and the American Pharmaceutical Manufacturers Association.

No. 7

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that every pharmacist vitally interested in fair trade give the fullest merchandise, display and sales support to the products of every manufacturer who shows the determination to see that his contract is enforced.

No. 8

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it again reaffirm its deep and sincere devotion to fair trade practices, objectives and principles; that it urge every fair trade manufacturer to actively and forcefully enforce his contract; and that every pharmacist give his full cooperation and support to all fair trade products.

No. 9

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that the Association express its disappointment and dismay at the indifference shown by many manufacturers when faced with definite evidence that their fair trade prices are being widely and wantonly violated; and

BE IT FURTHER RESOLVED, that manufacturers who seem unconcerned over whether their contracts are enforced, make their position clear so that all who have been observing contract terms may know how to meet competitive situations confronting them.

No. 10

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its profound thanks and appreciation to Abbott Laboratories for having enforced its fair trade contract in Maryland, through court action, thereby maintaining in the most impressive manner its dedication to the principles of fair trade and adding greatly to the strength and firmness of the economic foundation of retail pharmacy and drug distribution throughout the state, and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to Abbott Laboratories as sincere evidence of the deep thanks and appreciation of every Maryland pharmacist.

No. 11

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its profound thanks and appreciation to Eli Lilly and Company for having enforced its fair trade contract in Maryland, through court action, thereby maintaining in the most impressive manner its dedication to the principles of fair trade and adding greatly to the strength and firmness of the economic foundation of retail pharmacy and drug distribution throughout the state, and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to Eli Lilly and Company as sincere evidence of the deep thanks and appreciation of every Maryland pharmacist.

No. 12

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its profound thanks and appreciation to E. R. Squibb and Sons for having enforced its fair trade contract in Maryland, through court action, thereby maintaining in the most impressive manner its dedication to the principles of fair trade and adding greatly to the strength and firmness of the economic foundation of retail pharmacy and drug distribution throughout the state, and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to E. R. Squibb and Sons as sincere evidence of the deep thanks and appreciation of every Maryland pharmacist.

No. 13

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it warmly and openly commend, for their enlightened attitude toward fair trade, for their willingness to enforce the fair trade contracts, and for their constructive contribution to the stability and permanency of fair trade laws, the following companies:

ABBOTT LABORATORIES
ELI LILLY AND COMPANY
E. R. SQUIBB AND SONS

AND BE IT FURTHER RESOLVED, that a copy of this resolution be sent to each state pharmaceutical association and to the pharmaceutical press.

No. 14

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its profound regret that some of its members are continuing the practice of giving trading stamps and its belief that the giving of trading stamps is not only uneconomical for the retail store, but partakes of the character of an unfair trade practice.

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the Federal Trade Commission in Washington, D. C.

No. 15

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it seems incredible that no satisfactory basis has been found for resolving the prolonged and harmful controversy between The Proprietary Association and retail pharmacy, as the constructive attempts to bring this controversy to an end should have been productive of conclusions fair and equitable to all; and

BE IT FURTHER RESOLVED, that the Committee of the National Drug Trade Conference vested with the responsibility of resolving this controversy, be urged to evolve some program which will merit the accord and cooperation of all concerned so that this perplexing intra-pharmacy problem may be settled in a manner fair and just to all; and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to the President of the National Drug Trade Conference and to the national headquarters of The Proprietary Association.

No. 16

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it strongly favors transfer of the collection of excise tax on cosmetics, etc., from the retailer to the manufacturer since it would permit a better control of the collection of the tax.

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to representatives of the State of Maryland to Congress.

No. 17

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that every pharmacist be urged to give his most thoughtful attention to his prescription department so that this professional department may be conducted along the highest practical, technical, and ethical standards, and thus give pharmacy a higher standing with both the medical profession and the general public.

No. 18

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that retail pharmacists be urged to make an intelligent study of their prescription prices to provide reasonable professional compensation for pharmacists and at the same time properly reflect the value of prescription practice to the public at large.

No. 19

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it urge all retail pharmacists to take a critical look at their drug stores for the specific purpose of correcting any and all conditions which may adversely influence public reactions to pharmacy, so that the drug stores may be looked upon as models of good housekeeping, rigid cleanliness, and excellent examples of sanitation and hygiene.

No. 20

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it call upon retail pharmacists not to display on their windows, or in their stores, signs of over-the-counter tranquilizers or other drug products which reflect adversely upon their professional standing and which tend to identify them with drug products of questionable character or dubious worth.

No. 21

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it is no longer in the interest of the professional, ethical and economic welfare of pharmacists to provide physicians with prescription blanks bearing the imprinted name and location of any specific pharmacy, and

BE IT FURTHER RESOLVED, that all pharmacists in the state be urged to discontinue making imprinted prescription blanks available to physicians for use in their practice.

No. 22

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express itself in vigorous support of State legislation which will make it a criminal offense for anyone to possess barbiturates and amphetamines which have not been obtained on prescription or through other authorized channels, on the ground that the abuse and misuse of these drugs are due almost entirely to the fact that they have been obtained from illegitimate sources of supply.

No. 23

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its hearty approval of "The Equality of Opportunity" bills, H. R. 11 and S. 11, the purposes of which are to restore to the Robinson-Patman Act the authority to assure fair and equal treatment to all engaged in distribution; and

BE IT FURTHER RESOLVED, that the members of the Maryland delegation in Congress be urged to work actively for the early passage of this legislation.

No. 24

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it again commend the Health News Institute for its splendid activities in developing a public relations program dedicated to advancing the interests, not only of retail pharmacy and manufacturing pharmacy, but also to medicine and all other segments of the health sciences field.

BE IT FURTHER RESOLVED that all pharmacists of the state be urged to cooperate with the Health News Institute so that they may be able to aid as fully as possible in making the program effective.

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the Director of the Health News Institute.

No. 25

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its everlasting gratitude to Bernard S. Melnicove for his very able advice and counsel in helping to solve the many controversial problems that have confronted the Association during the year, and also for his unusual and profound interest in the Association, and

BE IT FURTHER RESOLVED that a copy of this resolution to be sent to Mr. Melnicove.

No. 26

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its sincere appreciation and deep gratitude to Dr. Robert L. Swain for his guidance and advice to the members and officers of the Association, and also for his splendid cooperation and patience in helping to solve the many difficult problems confronting us in our constant efforts to better the status of pharmacy in the State of Maryland, and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to Dr. Swain.

No. 27

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it extend its sincere appreciation nad thanks to Radio Stations WBAL, WBMD, WFBR, and WCAO in Baltimore, WTBO in Cumberland, WGAY in Silver Spring, and TV tation WBAL in Baltimore for their genuine cooperation and assistance in giving favorable publicity to the pharmacists in Maryland, and

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the managers of the respective stations as a symbol of appreciation by the Maryland Pharmaceutical Association.

No. 28

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its appreciation to the Baltimore Sun, the Baltimore Evening Sun, and the Baltimore News-Post for the publicity given the Association during the convention and also for acquainting the public during the year with pharmacy's many contributions and services to the public.

BE IT FURTHER RESOLVED, that the Baltimore Sun and the Baltimore News-Post be commended for their splendid articles on the Student Recruitment Program, and

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to the editors of these newspapers.

No. 29

WHEREAS, the T.A.M.P.A. and L.A.M.P.A. have been tireless in their effort to do an outstanding job, and,

WHEREAS, the president and secretary of both T.A.M.P.A. and L.A.M.P.A., with the assistance of their respective officers and members, did everything possible for the comfort and convenience of our members and guests,

THEREFORE, BE IT RESOLVED, that the Maryland Pharmaceutical Association express its profound gratitude to these organizations and their respective officers for their splendid cooperation which contributed so much to the success of the convention.

No. 30

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it express its sincere appreciation and thanks to Norman Levin, Chairman, and the other members of the Convention Committee, for the wonderful job they have done in planning and contributing to the success of the convention and in gladly catering to the comfort of the persons attending this convention, and

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to Mr. Levin, the chairman of the Convention Committee

No. 31

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, express its heartfelt thanks to the management of Galen Hall for the many courtesies extended to our members and guests, and also because of the excellent manner in which the management handled the many details which were largely responsible for making the convention a success; and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to the manager of the hotel.

No. 32

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it congratulate Mr. Joseph Cohen for the commendable manner in which he has fulfilled the position of Executive Secretary of the Maryland Pharmaceutical Association and for the many contributions beyond the regular and required duties of the Executive Secretary during the seventy-fifth year of the Association, and

BE IT FURTHER RESOLVED, that a copy of this resolution be sent to Mr. Cohen as evidence of the appreciation of the association and its affiliated groups for his achievements.

No. 33

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it commend Mr. Francis S. Balassone, Chief, Drug Control, Maryland State Department of Health, and Secretary, Maryland Board of Pharmacy, for the magnificent manner in which he has performed his duties this past year.

BE IT FURTHER RESOLVED, that a copy of this resolution be forwarded to Mr. Balassone, to Dr. Perry F. Prather, Director, Maryland State Department of Health, and to the Maryland State Board of Health.

No. 34

RESOLVED, by the Maryland Pharmaceutical Association, in annual convention assembled, that it congratulate Dean Noel E. Foss, the faculty and the staff of the University of Maryland School of Pharmacy for their continued interest in the training of pharmacists and the advancement of pharmacy throughout the state, and

BE IT FURTHER RESOLVED, that copies of this resolution be forwarded to Dean Noel E. Foss and to Dr. Wilson H. Elkins, President of the University of Maryland.

Mr. Goldfeder urged everyone to write letters of appreciation to those manufacturers who have gone to court at considerable expense in an effort to enforce the fair trade minimum prices established on their products. He further stated that we could demonstrate our appreciation by encouraging the sale of their products. It was suggested that copies of the letters to be sent to the manufacturers either of a complimentary or derogatory nature be sent to the Secretary for the record.

3. Constitution and By-Laws:

Mr. Morgenroth read Section 5 of Article 13 and 14 with regard to the function and powers of the Travelers' and Ladies' Auxiliaries of the Maryland Pharmaceutical Association.

Mr. Morgenroth moved that the Constitution be revised to correct the language pertaining to the functions of the Travelers' and Ladies' Auxiliaries. The motion was duly seconded and passed.

Mr. Morgenroth referred to the reports read at the Convention regarding the Students' Auxiliary. He concluded that nothing had been accomplished since the last Convention and saw no reason to continue with discussion on the Students' Auxiliary. He moved to drop the Students' Auxiliary from the Association.

Mr. Solomon rose to object to the move stating that he felt that through future conferences to take place before Pharmacy School opens in the Fall, corrective measures may be taken. He said, there was no guarantee on this but he felt we should at least carry out the plans stated in the report of the Pharmacy School Committee.

Mr. Levin moved to table Mr. Morgenroth's motion. The motion to table was carried.

4. Simon Solomon:

Mr. Drukman moved that Simon Solomon should be recognized for his wisdom and activity on behalf of Fair Trade by receiving and being known by the title of "Mr. Fair Trade". This was unanimously approved by a rising vote.

5. Pricing Schedule:

Mr. Libowitz moved that a committee be appointed to make a survey of prescription prices, with the cooperation of the School of Pharmacy, and that a suggested prescription pricing schedule be formulated as a result of the survey and that the schedule be distributed to every pharmacy in Maryland.

A thorough discussion was held on the motion. Mr. Charry asked Dr. Swain to explain why others could establish fixed prices on their products and services, and Pharmacy was always fearful of collusion. Dr. Swain explained that when you try to fix the price of commodities you are taking a chance.

The motion was approved.

6. Ethical Practices Committee:

Mr. Drukman moved that a committee be appointed to draw up, with legal advice, a code of ethics dealing entirely with the matter of prescription pricing. The motion was carried.

7. Legislative Procedure:

Mr. Morgenroth suggested that the Secretary be given permission in writing by the membership to send messages in their name to members of the Legislature and/or Congress concerning support or disapproval of pending legislation.

The ineffectiveness of such stereotyped messages was pointed out by Messrs. Albrecht and Block.

Good and Welfare:

Mr. Schnapper objected to uniform prescription pricing. He pointed out that at the present time the prescription department was being subsidized by other departments of the pharmacy. He urged that prices should be raised on a professional basis. He stated that the public must be made aware that a professional service is being rendered and that a professional fee should be charged commensurate with the service and overhead of the individual pharmacy.

Announcements:

Meeting of the new Executive Committee immediately after final session.

The final prizes of the Convention were drawn.

Adjournment:

The final session of the 75th Convention was adjourned at 1:00 P. M.

BANQUET

Thursday, June 27, 1957

The Banquet was preceded by a Social Hour Provided through the courtesy of Hendlers and Bordens.

The Invocation was offered by Father Hugh A. Kennedy, S. J., Novitiate of Saint Isaac Jogues, Wernersville, Pennsylvania.

President Macek greeted the Banquet with the following remarks:

REMARKS BY PRESIDENT MACEK

Ladies and Gentlemen of the Convention:

Although I have spoken to many of you during the past few days, this is the first opportunity I have had to greet you collectively. On behalf of the officers of the Association, I extend to you our warmest greeting and thanks for attending this memorable 75th Diamond Jubilee Convention which is coming to a close with this festive Banquet. You have helped to make this occasion such an outstanding success.

I shall not attempt to review the history of the Maryland Pharmaceutical Association, or the events of this Convention. Both have been ably presented to you in the Souvenir Program which you have found at your places this evening. I hope you will take the Program with you as a cherished memento of this wonderful Convention.

To the younger generation of pharmacists who are attending this Convention, some for the first time, we place the future of pharmacy in your hands for improvement and safekeeping. You are and will provide posterity. Your elders, such as I, have confidence in your ability to perpetuate the cherished traditions of our profession.

I want to take this opportunity to thank Chairman Levin and his fine committee for making this Convention possible. I am grateful to the officers and executive committee for their unwavering support during my tenure as President. Last but not least, I want to express my gratitude to my dear wife Helen for being so understanding and encouraging during my year as President.

Serving as President of the Maryland Pharmaceutical Association has been a gratifying experience. Serving as President on the occasion of the 75th Anniversary of the Association has been a privilege that I shall cherish for the rest of my life.

President Macek introduced Norman J. Levin, General Chairman of the Convention. Mr. Levin paid tribute to his committee for their part in arranging the Diamond Jubilee Convention, an outstanding event long to be remembered as a memorable milestone in the history of the Association. He also expressed appreciation for the contributions received from manufacturers and wholesalers which aided materially in providing the extras that had made this Convention the best ever. Mr. Levin gave special recognition to Secretary Cohen's effort in providing the Diamond Jubilee favors and making the commemorative Souvenir Program possible.

Mr. Levin introduced Secretary Joseph Cohen as Toastmaster.

The Toastmaster introduced the guests seated at the head table and others seated amongst the diners.

The feature of the Banquet was the tribute paid to the past presidents of the Maryland Pharmaceutical Association. It was noted that 22 past presidents were still living and 13 were attending the 75th Anniversary Banquet.

The oldest past president was announced as Owen C. Smith, who served in 1907; and the most recent Hyman Davidov, who served in 1955.

The past presidents were seated in the order of their tenure of office and introduced as follows: H. A. B. Dunning, 1926; L. M. Kantner, 1932; Melville Strasburger, 1936; Robert L. Swain, 1937; Lloyd N. Richardson, 1940; Frank L. Black, 1943; Albin A. Hayman, 1946; Charles S. Austin, Jr., 1947; Nelson G. Diener, 1949; Howard L. Gordy, 1950; Manuel B. Wagner, 1952; Lester R. Martin, 1954; and Hyman Davidov, 1955.

Mr. Victor H. Morgenroth, Jr., Chairman of the Pharmacy Week Committee, made the following awards:

First Prize—Peoples Service Drug Store, Four Corners, Silver Spring

First Honorable Mention—Morris L. Cooper, Baltimore

Second Honorable Mention—Read Drug and Chemical Company, Baltimore

Peoples Service Drug Store also received the American Pharmaceutical Association Certificate awarded to the State winner.

The new officers and executive committee of the Maryland Pharmaceutical Association were introduced and duly installed by outgoing President Frank J. Macek. Laurance A. Rorapaugh, retiring president, performed the same honors for T.A.M.P.A. and Mrs. H. Nelson Warfield installed the officers and board members-elect of L.A.M.P.A.

At his first official act, President-elect George M. Schmidt presented the Past President's Medal to retiring president Frank J. Macek. In accepting the Medal, Mr. Macek expressed his appreciation for the honor that had been bestowed upon him by being given the privilege of serving as president of the Association. He also thanked the officers, the committees and the membership at large for their fine support and cooperation. He stated that his own personal interest in the Association and Pharmacy as a whole, would continue.

Mrs. Warfield presented a check for $100.00 from L.A.M.P.A., to help defray the cost of hanging pictures in the Kelly Memorial Building. The gift was accepted by President Schmidt with sincere and grateful thanks.

The major prize of the Convention was drawn at the Banquet. Stations WBAL and WBAL-TV contributed a RCA Aldrich Table Model Color Television Set, valued at $495.00. It was won by Morris J. Alliker of Baltimore. Mr. Edwin M. Kabernagel, Jr., presented the prize on behalf of the WBAL Stations.

President Schmidt thanked WBAL and WBAL-TV for making this fine prize available and expressed the appreciation of the Association for providing the valuable public service time on the two stations.

President Schmidt in concluding the Banquet festivity, acknowledged the success of the 75th Anniversary Convention was due to many factors—the committees, the contributors and those who attended the Convention. He thanked all who played a part in the memorable occasion.

Dancing and a Farewell Buffet, through the courtesy of the management of Galen Hall, followed the Banquet. And so, came to an end the celebration of the 75th Anniversary of the Maryland Pharmaceutical Association.

T.A.M.P.A.

As usual, credits must be shared with T.A.M.P.A. for the success of the Convention.

As in the past, the officers and committees of the Travelers Auxiliary extended themselves in commendable fashion in helping to provide a program of entertainment.

Their efforts were not confined to entertainment alone. The registration desk was manned by the members of T.A.M.P.A. and many other responsibilities were assumed by them to keep the Convention running smoothly.

Their presence in friendly fellowship went far in making the Diamond Jubilee Convention such an outstanding success.

The parent organization expresses its sincere gratitude to the officers and members of T.A.M.P.A. for their cooperation.

OFFICERS ELECTED

At the Forty-First Meeting of the T.A.M.P.A.

Galen Hall, Wernesville, Pennsylvania, June 24, 25, 26, 27, 1957

Honorary President—John W. Trost
President—George S. Teass
First Vice President—Joseph L. Muth
Second Vice President—Albert Heydemann
Third Vice President—Norbert H. Zeller

Governing Body

E. M. Kabernagel, Jr.
R. C. Crane
G. H. Hoddinott, Jr.
H. Sheeler Read
R. B. Kettlewell
J. A. Allen
C. E. Hendrickson
M. J. Timin
W. H. Harrison

Secretary-Treasurer—Emory G. Helm
Assistant Secretary—John C. Cornmesser

L.A.M.P.A.

We also wish to express our appreciation to the Ladies Auxiliary for the part they played in helping the Maryland Pharmaceutical Association observe its 75th Anniversary in such fine fashion.

It is also fitting to acknowledge here, the gratitude of the Association for the cash contribution of $100.00 to be used for obtaining additional furnishing for the Kelly Memorial Building.

We hope L.A.M.P.A. will continue to join us in our functions and to generally take an active part in our Association.

OFFICERS ELECTED 1957-1958

President—Mrs. Frank Block
First Vice President—Mrs. Morris L. Cooper
Second Vice President—Mrs. Alexander J. Ogrinz, Jr.
Third Vice President—Mrs. A. G. Padussis
Recording Secretary—Mrs. Felix Kaminski
Corresponding Secretary—Mrs. Albert Rosenfeld
Treasurer—Mrs. Joseph Cohen
Membership Chairman—Mrs. C. Edward Pfeifer
Chairman of Board—Mrs. H. Nelson Warfield

Board Members

Mrs. George J. Stiffman
Mrs. Wm. A. Cooley
Mrs. A. W. Braden
Mrs. Eli Fedder
Mrs. Frank Macek
Mrs. Gordon Mouat
Mrs. David Newman
*Mrs. Stephen Provenza
Mrs. George M. Schmidt

Ex-Officio

Mrs. Charles S. Austin, Jr.
Mrs. Solomon Weiner

* *Deceased*

PRICING SCHEDULE FOR VETERANS PRESCRIPTIONS

The Veterans Administration on October 1, 1954 reviewed its Home Town Prescription Program with the Maryland Pharmaceutical Association. We wish to call your attention to some important changes.

The schedule of fees has been revised upward for the first time since the program began in 1946. The prices on compounded prescriptions have been increased by 25% and the minimum for any prescription has been raised to 50c.

The new contract provides for the dispensing of additional medical requisites such as gauze bandages, sterile pads, adhesive tape, and sterile absorbent cotton. Prescriptions for these items must be attached to the prescription for medication requiring the use of these medical requisites. The cost of the prescription for these items should not exceed the cost of the prescription for medication requiring their use.

The new schedule is printed below. Use it for all prescriptions filled on or after October 1, 1954.

The Maryland Pharmaceutical Association Prescription Schedule For Veterans Administration Patients

Average Price Includes Costs, Profit, Container (5) Charge & Professional Fee

Volume or Weight	Internal Liquids Dram or more per dose	Eye, Ear, Nose Drops (Internal) Liquids in drop doses	External Liquids Lotions, Gargles, Injections, etc.	Handmade Ointments	Handmade Bulk Powders Calculate on Volume	Number	Handmade Capsules, Papers, etc.	Handmade Suppositories
	Avg.	Avg.	Avg.	Avg.	Avg.		Avg.	Avg.
1 dr.	.50	.50	.50	.50	.50	1-2	.60	.60
2 dr.	.60	.60	.50	.65	.50	3	.60	.75
4 dr.	.60	.75	.50	.75	.50	6	.75	1.00
1 oz.	.75	1.00	.50	1.00	.65	12	1.00	1.80
2 oz.	.75	1.50	.75	1.50	.85	18	1.45	2.35
3 oz.	1.00	2.00	.85	2.00	1.00	20	1.60	2.50
4 oz.	1.25	2.50	1.00	2.50	1.25	24	1.75	2.75
6 oz.	1.60	—	1.25	3.00	1.50	36	2.50	3.60
8 oz.	2.00	—	1.50	3.75	1.75	40	2.65	4.00
12 oz.	2.50	—	2.00	4.50	2.00	50	3.00	4.50
16 oz.	3.00	—	2.25	5.00	2.25	100	5.00	7.50

(If exact quantity called for is not listed, charge at the rate of the average of the two nearest quantities given.)

INSTRUCTIONS

(1) Above prices are AVERAGE and subject to modification where dose varies or where one or more ingredients are very ex-

pensive. In general when the cost (1) of the amount used of any ingredient (2) equals or exceeds 1/5 of the Schedule price add the cost of the amount used of such ingredient, to the Schedule price.

(2) In every case where calculated price is an odd number, adjust price to the nearest number divisible by 5. If more than one calculation is required, adjust number after each calculation.

(3) For all Proprietaries or other manufactured product in original manufacturer size or quantity charge cost (1) plus 66%, or prevailing over counter price, if any, whichever is lower.

(4) For less than manufacturer's size (3) of any liquid, solid or powder Proprietary (4) charge schedule price, or cost (1) of quantity dispensed plus 75%, whichever is higher. If in combination, follow Schedule (or cost of quantity dispensed plus 75%, whichever is higher) and Instruction 1.

(5) For less than manufacturer's size (3) of any Tablet, Pill, Capsule, etc., charge cost (1) of quantity dispensed plus 150% for all quantities up to and including ¼ of manufacturer's size; charge cost of quantity dispensed plus 100% for all quantities up to and including ½ of manufacturer's size; charge cost of quantity dispensed plus 75% for all quantities greater than ½ of manufacturer's size.

(6) Minimum price for any prescription 50 cents.

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(1) "Cost" means Wholesaler's price.

(2) "Ingredient" does not include vehicle. No increase in price should be made for cost of vehicle unless such cost equals or exceeds ½ of schedule price. In such cases add ½ the cost of the amount (of vehicle) used to the Schedule price.

(3) "Size". Where more than one size is listed base price on cost of size nearest to quantity dispensed.

(4) "Proprietary" includes all "Specialties," Trade Marked items, specific manufacturer's products, etc.

(5) Best quality and adapted to intended use of medicament, (e.g. dropper bottle, opthalmic tube, etc.).

MEDICAL REQUISITES

Only the following listed items have been approved for this purpose:

1. Insulin syringe and two (2) needles.
2. Two (2) hypodermic (insulin type) needles.
3. Atomizer.
4. Nebulizer.
5. Hot Water Bottle.
6. Fountain Syringe.
7. Combination Hot Water.
8. Ice Bag. Bottle and Fountain Syringe.
9. Ice Cap.
10. Urinal.
11. Bed Pan.

12. Enema Can.
13. Feeding Tube.
14. Ear and Ulcer Syringe.
15. Urethral Catheter.
16. Gauze Bandages.
17. Sterile Pads.
18. Adhesive Tape.
19. Sterile Absorbent Cotton.

Items 16, 17, 18, and 19 are for use only in connection with the application of medication prescribed for immediate needs following an authorized treatment, and are not intended for prolonged continuing use in chronic cases. They may be furnished on prescription, only when such prescription is accompanied by a properly documented prescription for medication requiring the use of such accessory items for its application as prescribed. Quantities furnished by pharmacists will not exceed amounts prescribed and will not exceed in total value on any one prescription the schedule price of the accompanying prescriptions for local medication requiring such prescribed dressing.

Pharmacists are authorized to adjust downward, quantities of items furnished under 16, 17, 18, and 19, if necessary to come within the above maximum cost limitation. Prescriptions for dressings will be attached by the pharmacist to the accompanying prescription for local medication when submitted for payment.

The item dispensed on a prescription for a Medical Requisite will be the lowest price item in stock appropriate for the intended medicinal used. The prescription must be for a single item, must bear a statement of the authorization of the prescribing physician, and said prescription is not refillable.

Cortisone and Hydrocortisone prescriptions are now acceptable under the Veterans Administration program. These prescriptions are to be priced and processed in accordance with the above schedule and instructions.

ONLY THESE NARCOTIC PREPARATIONS MAY BE SOLD ON ORAL OR TELEPHONED PRESCRIPTION

The Federal Bureau of Narcotics has issued its list of narcotic preparations that can be sold on oral prescription.

The Maryland Law is now also in effect. Following is the Federal Bureau's oral prescription narcotic list:

(1) **CODEINE** (methylmorphine): Codeine content of compound must not exceed eight grains per fluid oz. or one grain per dosage unit. *Codeine must be compounded with—*

(a) "one or more active non-narcotic ingredients in recognized therapeutic amounts" (examples — Empirin Compound with Codeine, A.P.C. with Codeine, Coricidin with Codeine, Trigesic with Codeine); or

(b) "an equal or greater quantity of any isoquinoline opium alkaloid or salt thereof" (example—copavin).

(2) **DIHYDROCODEINONE** (Hydrocodone, Dicodid, Hycodan) or any salt thereof: Dihydrocodeinone content of compound must not exceed one and one-third grains per fluid oz. or one-sixth grain per dosage unit. *Dihydrocodeinone must* be compounded with—

(a) "one or more active non-narcotic ingredients in recognized therapeutic amounts (examples — Bicotussin Syrup, Coditrate); or

(b) "a *fourfold* or greater quantity of any isoquinoline opium alkaloid or salt thereof" (example—Dihydrocodeinone 4 mg. with Papaverine, 16 mg.).

(3) **DIHYDROHYDROXYCODEINONE** (Oxycodone, Eucodal) or any salt thereof when compounded with one or more active *non-narcotic* ingredients in recognized therapeutic amounts. Dihydrohydroxycodeinone content must not exceed two-third grain per fluid oz. or one-twelfth grain per dosage unit. (example—Percodan, Nucodan)

(4) **DIONIN** (Ethylmorphine) or any salt thereof when compounded with one or more active *non-narcotic* ingredients in recognized therapeutic amounts. Dionin content must not exceed one and one-third grains per fluid oz. or one-sixth grain per dosage unit (example—Terpin Hydrate and Creosote compound with Dionin).

(5) **ANY ISOQUINOLINE ALKALOID OF OPIUM** or any salt of any such isoquinoline alkaloid, *alone* or in combination with other active non-narcotic medicinal ingredients. According to the Narcotics Bureau, the only isoquinoline alkaloids of opium currently on the market are: *Papaverine, Narcotine, Cotarnine,* and *Narceine.*

(6) **APOMORPHINE** or any salt thereof *alone* or in combination with other active non-narcotic medicinal ingredients.

(7) **NALLINE** (N-allyl-normorphine, Nalorphine) or any salt thereof *alone* or in combination with other active non-narcotic medicinal ingredients. It is an antidote for morphine poisoning.

Oral Prescription Narcotic List Does Not Include—

(1) **Straight** Codeine, Dihydrocodeinone, Dihydrohydroxycodeinone, or Dionin. An effort was made to get straight Dionin included in the list for ophthalmic solutions, but was unsuccessful.

(2) **MORPHINE** or any of its salts or compounds, except when they are included in preparations that have previously been known as *exempt narcotics*. In fact, oral prescriptions can be accepted for any *exempt narcotic preparation*. This is logical because any *exempt narcotic preparation* can be sold *over-the-counter* without any prescription within the limits set by federal and state laws and regulations.

(3) **METHADONE COMPOUNDS** (Amidone, Adanon, Dolophine). Methadone compounds with other non-narcotic ingredients were proposed with certain dosage limitations, but were not included in the final list.

(4) **OPIUM COMPOUNDS** with other non-narcotic ingredients for topical application were proposed, but not included.

(5) **DEMEROL** (Pethidine, Meperidine): Dilaudid (Dihydromorphinone); Cocaine; Pantopon; Metopon; Dromoran; Isomethadone; Methadol; Nisentil (Alphaprodine); Heptazone (Thebaine); Phenadoxone.

Oral Prescriptions Must Be Reduced To Writing And Filed; No Refills

Like oral prescriptions for non-narcotic drugs under the Food and Drug Administration's Durham-Humphrey (D-H) law, and under our own Maryland Law, (the dangerous drug law) narcotic oral prescriptions must be reduced to writing promptly by the pharmacist and must be filed. The oral prescription narcotic law specifically requires that prescriptions be kept for two years.

Oral prescriptions can be accepted from any physician or other practitioner who has a narcotic registration. The practitioner must supply the pharmacist with the same information required for a written narcotic prescription.

Unlike FDA's Durham-Humphrey law, and our own harmful drug law, refills cannot be authorized on either a written or an oral narcotic prescription (except, of course, in the case of *exempt narcotic* preparations). A new prescription must be obtained each time.

There Are Now Three Classes of Narcotic Preparations

So far as the physician and the pharmacist are concerned, the new federal law and list issued by the Federal Bureau have the effect of creating three classes of narcotic preparations:

> (1) **WRITTEN PRESCRIPTION NARCOTICS**: All narcotic preparations that do not fall in either of the next two categories still require the presentation of a written prescription before the pharmacist *can deliver* the drug.
>
> (2) **ORAL PRESCRIPTION NARCOTICS**: Oral prescriptions can be accepted by the pharmacist for preparations on the Federal Bureau's list in those states where such oral prescriptions are legal under state law (Maryland). Oral prescriptions can be accepted for prescriptions that require compounding by the pharmacist as well as those available in pharmaceutical specialty form.
>
> (3) **EXEMPT NARCOTICS**: No prescription is required for exempt narcotics which can be sold over-the-counter, but federal law requires a written record of each sale in a registration book.

Except for the simple fact that oral prescriptions are authorized for a limited list of narcotic preparations, the new federal law and regulations do not change anything else with regard to the responsibilities of physician and pharmacists in the handling of narcotics. For example—

> Even if the physician supplies a pharmacist with a prescription, the latter cannot sell him narcotics for use in his office or other practice. The physician is not supposed to get any narcotics for these purposes unless he uses his official narcotics order form. If a pharmacist is registered as a "wholesaler," he can supply a physician via an official order form.

In Memoriam

LAWSON W. ARMENTROUT

ISAAC FLOM

JULIUS GRIEF

WILLIAM D. HILL

NORMAN R. HITCH

J. THOMAS HOLLAND

BYRON R. HORN

JOSEPH D. JAMIESON

CHARLES E. JONES

LAWRENCE R. LAROQUE

FULLER NANCE

PAUL T. PARRISH

THOMAS ELLSWORTH RAGLAND

EDWARD V. RUTKOWSKI

OWEN C. SMITH

OWEN R. STAGMER

HARRY O. TROWBRIDGE

MORGAN N. WALSH

MARYLAND PHARMACEUTICAL ASSOCIATION COMMITTEES

1957-58

Social Committee: Hyman Davidov, Chairman; Gordon A. Mouat, Co-Chairman; Norman J. Levin, William A. Cooley, Cumberland; John A. Crozier; David I. Estrin; William H. Harrison; Victor G. Mercer, Frederick; Joseph L. Muth; Samuel I. Raichlen; H. Nelson Warfield; Solomon Weiner; James W. Truitt, Jr., Federalsburg; Harold M. Goldfeder, Riverdale; Morris R. Yaffe, Chevy Chase; Joseph L. Combs, Jr.

Building Committee: Frank J. Macek, Chairman; Frank L. Black; Herman, B. Drukman; H. A. B. Dunning; Charles E. Spigelmire; John F. Wannenwetsch.

Trade Relations Committee: John Deans, Princess Anne, Chairman; Edward C. Maisenhalder, Bel Air, Co-Chairman; Jerome J. Cermak; Bernard Cherry; Howard E. Cooper, Cumberland; Louis Davidov; Samuel Portney, Paul Reznek, Beltsville.

School Of Pharmacy Committee: Morris L. Cooper, Chairman; Halcolm S. Bailey, Ocean City, Co-Chairman; Francis S. Balassone; Frank Block; Frederic T. Berman; H. A. B. Dunning; Elmer R. Kellough, Jr.; Cumberland; Norman J. Levin, Pikesville; Gordon A. Mouat; Samuel I. Raichlen; Simon Solomon; John F. Wannenwetsch; Morris R. Yaffe, Chevy Chase; Les Brunnet, Riverdale.

Professional Relations Committee: Aaron M. Libowitz, Chairman; Victor H. Morgenroth, Jr., Co-Chairman; C. Murray Allen, Cumberland; Morris L. Cooper; John E. Donaldson, Washington; Isaac E. Kerpelman, Salisbury; Alexander J. Ogrinz, Jr.; Stephen J. Provenza, Charles E. Spigelmire; H. Nelson Warfield; W. A. Braden, Silver Spring.

Legislative Committee: Walter E. Albrecht, Linthicum, Chairman; Henry M. Golditch, Co-Chairman; Charles S. Austin, Jr.; A. Lester Batie, Laurel; Richard Bixler, Westminster; Frank Block; William C. Hill, Easton; John E. Grubb, Wheaton; Victor G. Mercer, Frederick; Victor H. Morgenroth, Jr.; Gordon A. Mouat; J. Ronald Reed, Hagerstown; John A. Crozier; John Deans, Princess Anne; H. B. Drukman; Arthur C. Eldridge, Edgemere; Milton J. Fitzsimmons, Ellicott City; Harold M. Goldfeder, Riverdale; Howard L. Gordy, Salisbury; Albin A. Hayman, Salisbury; Howard Lamkin; Norman J. Levin, Pikesville; Joseph Marmor, Frederick; Lester R. Martin, Cumberland; Leo Muth; James A. I. Parker, Kensington; Lloyd N. Richardson, Bel Air; George M. Schmidt, Elkton; Simon Solomon; Elmer W. Sterling, Church Hill; John F. Wannenwetsch; S. Earl Webster, Cambridge; E. J. Snellinger, Elkridge; William J. Connor, Centreville; Gregory W. A. Leyko; Francis S. Balassone; Bernard Cherry; Morton J. Schnaper, Bethesda; Noel E. Foss; Carleton W. Hanks Jr., Cumberland; Clinton W. Englander, Oakland.

Membership Committee: Frank Block, Chairman; Gordon A. Mouat and Harold M. Goldfeder, Co-Chairmen; Hyman Davidov; Lloyd N. Lohmeyer, Crisfield; George J. Stiffman; Albin A. Hayman, Salisbury; Myer Stoler; Lester R. Martin, Cumberland; Donald Fedder; Salvatore J. Latona, Mt. Rainier; Bernard Cherry; Alvin Berlin, Olney; Robert Nierman, Cumberland.

Finance Committee: Gordon A. Mouat, Chairman; Charles E. Spigelmire, Co-Chairman; John F. Wannenwetsch; Simon Solomon; H. A. B. Dunning; Hyman Davidov; Herman Taetle, Silver Spring.

Auditing Committee: Mathias Palmer, Chairman; John F. Wannenwetsch; Charles E. Spigelmire; Solomon Weiner.

Public Relations Committee: Charles E. Spigelmire, Chairman; Milton A. Friedman, Co-Chairman; Mario Sama, Rosedale; Leon J. Lazarus, Essex; James H. Lyon, Havre de Grace; Samuel A. Goldstein; Howard E. Cooper, Cumberland; Joseph L. Combs, Jr.; Sidney Fribush, Hagerstown; Bernard Cherry; Carl C. Caplan, Essex; Simon Solomon; William Y. Kitchin, Annapolis; James W. Truitt, Jr., Federalsburg; Morris R. Yaffe, Chevy Chase.

Fair Trade Committee: Simon Solomon, Chairman; Ellis B. Myers, Co-Chairman; W. A. Braden, Silver Spring; Jack Barshack; Howard L. Gordy, Salisbury; Carleton W. Hanks, Cumberland; Norman J. Levin, Pikesville; Jerome Mask; Anthony G. Padussis.

Publications Committee: Bernard Cherry, Chairman; Frank L. Black; Felix H. Kaminski; Joseph U. Dorsch; L. M. Kantner; Simon Solomon; Paul Reznek, Beltsville.

Pharmacy Week Committee: Victor H. Morgenroth, Jr., Chairman; H. Nelson Warfield, Co-Chairman; William A. Cooley, Cumberland; Arthur C. Harbaugh, Hagerstown; Alvin J. Fainberg, District Heights; Irving Freed; Milton A. Friedman; Howard L. Gordy, Salisbury; Aaron M. Libowitz; Stephen J. Provenza; William D. Timmons, Cumberland; David Newman, Havre de Grace.

Pharmacy Committee: Harold M. Goldfeder, Riverdale, Chairman; Charles S. Austin, Jr., Co-Chairman; Francis S. Balassone; Alexander J. Ogrinz, Jr.; S. Earl Webster, Cambridge; Fred G. Sullivan, Hyattsville; Howard E. Cooper, Cumberland; Gregory W. A. Leyko.

Civil Defense Committee: Gregory W. A. Leyko, Chairman; Samuel Portney, Co-Chairman; Advisory Members: Joseph Cohen; H. A. B. Dunning; Howard L. Gordy; Ellis B. Myers; Lester R. Martin; Arthur W. Purdum; Simon Solomon; Noel E. Foss. County Members: C. R. Crandall, Annapolis; C. W. Englander, Oakland; M. J. Fitzsimmons, Ellicott City; A. C. Harbaugh, Hagerstown; L. Heller, LaPlata; W. C. Hill, Easton; L. H. Krause, Salisbury; E. Maisenhalder, Bel Air; D. Newman, Havre de Grace; J. P. Marmor, Frederick; J. H. Sapperstein, Cockeysville; G. M. Schmidt, Elkton; Walter T. Savage, Berlin; E. W. Sterling, Church Hill; J. W. Truitt, Jr., Federalsburg; S. E. Webster, Cambridge; Alexander J. Ogrinz, Jr.; W. D. Timmons, Cumberland; John C. Batease, Hyattsville; Joseph Brenner, Silver Spring.

Resolutions Committee: Noel E. Foss, Chairman; Simon Solomon, Co-Chairman; Frank Block; John F. Wannenwetsch; Francis S. Balassone; Howard L. Gordy, Salisbury; Howard E. Cooper, Cumberland; Harold M. Goldfeder, Riverdale.

Nominating Committee: Frank J. Macek, Chairman; Hyman Davidov, Co-Chairman; Charles S. Austin, Jr.; Manuel B. Wagner; Lester R. Martin, Cumberland; Lloyd N. Richardson, Bel Air; Albin Hayman, Salisbury.

ARTICLES OF INCORPORATION

Know all men by these presents, That we, M. L. Byers, David M. R. Culbreth, Joseph B. Garrott, E. M. Foreman, John W. Geiger, Samuel Mansfield, J. Charles Smith, Columbus V. Emich, Albion J. Corning, John T. Thomsen, D. C. Auginbaugh, Edwin Eareckson, William Simon and J. Walter Hodges, being citizens of the United States, and a majority of whom are citizens of the State of Maryland, do hereby certify that we do, under and by virtue of the General Laws of this State, authorizing the formation of corporations, hereby form a corporation under the name of "The Maryland State Pharmaceutical Association of Baltimore City."

We do further certify, that the said corporation, so formed is a corporation for the purpose of bringing together the reputable Pharmacists, Chemists and Druggists of the State, that they may by thorough organization and united effort advance the science of Pharmacy, promote scientific research, and in the interest of the public strive to have enacted just, stringent laws, to prevent the adulteration of food and medicines, and to confine the compounding and sales of medicines to regularly educated Pharmacists; that the term of existence of said corporation is limited to forty years; and that the said corporation is formed upon the articles, conditions and provisions herein expressed, and subject in all particulars to the limitations relating to corporations, which are contained in the General Laws of this State.

We do further certify, that the operations of said corporation are to be carried on in the State of Maryland, and that the principal office of the said corporation will be located in Baltimore City.

We do further certify that the said corporation has no capital stock.

We do further certify that the said corporation will be managed by the officers, and that the said M. L. Byers, David M. R. Culbreth, Joseph B. Garrott, E. M. Foreman, John W. Geiger, Samuel Mansfield, J. Charles Smith and Columbus V. Emich are the names of the Officers who will manage the concerns of the said corporation for the first year.

In Witness Whereof, We have hereunto set our hands and seals this twenty-sixth day of November, in the year eighteen hundred and eighty-nine.

M. L. Byers (Seal)
David M. R. Culbreth, M. D. (Seal)
Joseph B. Garrott (Seal)
E. M. Foreman (Seal)
John W. Geiger (Seal)
Samuel Mansfield (Seal)
J. Charles Smith (Seal)

Columbus V. Emich (Seal)
John T. Thomsen (Seal)
D. C. Aughinbauch (Seal)
Edwin Eareckson (Seal)
William Simon (Seal)
J. Walter Hodges (Seal)
A. J. Corning (Seal)

A CODE OF ETHICS

For the guidance of members of this Association and all pharmacists of the State who may wish to follow the higher practice of their profession.

RESPECTING THE PHARMACIST HIMSELF

First—He should, by study, experimentation, investigation and practice, thoroughly qualify himself to fully meet and competently transact the daily requirements of his vocation.

Second—He should possess a good moral character and should not be addicted to the improper use of narcotic drugs nor the excessive use of alcoholic stimulants.

Third—He should constantly endeavor to enlarge his store of knowledge; he should, as far as possible, read current pharmaceutical literature; he should encourage all such pharmaceutical organizations as seem to be helpful to the profession, and so deport himself as not to detract from the dignity and honor of the calling this Association, especially is trying to elevate.

Fourth—He should accept the standards and requirements of the United States Pharmacopoeia and the National Formulary for the articles of Materia Medica and the preparations recognized by these publications, and, as far as possible, should promote the use of these and discourage the use of proprietaries and nostrums.

RESPECTING THE PHARMACIST'S RELATION WITH THOSE FROM WHOM HE MAKES PURCHASES

First—He should deal fairly with these, all goods received in error or excess, and all undercharges, should be as promptly reported as are shortages and overcharges,. Containers not charged for and not included in the charge of contents should be carefully returned, or, if used should be credited to the party to whom they belong.

Second—He should earnestly strive to follow all trade regulations and rules, promptly meet obligations, closely follow all contracts and agreements, and should not encourage or sanction any division of quantity purchases not contemplated in the terms of sale.

RESPECTING THE PHARMACIST'S RELATION WITH HIS FELLOW-PHARMACIST

First—In this relationship he should, especially, "do as he would be done by." He should not make any comment or use any form of advertisement that will reflect upon a member of the profession, generally or specifically. Nor should he do that which will in any way discredit the standing of other pharmacists in the minds of either physicians or laymen.

Second—He should not obtain, surreptitiously, or use the private formulas of another, nor should he imitate or use another's preparations, labels or special forms of advertising.

Third—He should not fill orders or prescriptions which come to him by mistake. Prescription containers with copies and labels of another pharmacist upon them may be filled by him upon request but he must invariably replace the labels with his own, thereby assuming proper responsibility.

Fourth—He should never request a copy of a prescription from another pharmacist; the owner of the prescription, being alone entitled to a copy, is the proper person to ask for it.

Fifth—He may borrow merchandise from another pharmacist, provided the practice is reciprocal and equally agreeable to both parties; but the better form is to pay a sum for the desired article equal to the cost and half of the profit to be obtained.

Respecting The Pharmacist's Relation With Physicians

First—He should positively refuse to prescribe for customers except in case of urgent emergency.

Second—He should not, under any circumstances substitute one article for another, or one make of an article for another, in a physician's prescription without the physician's consent.

Third—He should refuse to re-fill prescriptions or give copies of them when so instructed by the physician.

Fourth—He should not put advertisement of any kind on prescription blanks furnished to the physician, including the name and address of the pharmacy or pharmacist.

Fifth—He should not place copies of prescriptions upon containers unless ordered to do so by the prescriber, even though the patient should request it. Nor should he use any word or label, like "For External Use," "Poison," "Caution," etc., with due regard for the wishes of the prescriber, provided the safety of the patient and family is not jeopardized.

Sixth—Whenever there is a doubt as to the correctness of the physician's prescription or directions, he should invariably confer with the physician in order to avoid possible mistakes or unpleasantness; changes in prescriptions should not be made without such conference.

Respecting The Pharmacist's Relations With His Patrons

First—He should seek to merit the confidence of his customers, which, when won, should be jealously guarded and never abused by extortion or misrepresentation.

Second—He should supply products of standard quality only to patrons, excepting when something inferior is specified and paid for by them.

Third—He should charge no more than fair, equitable prices for merchandise and prescriptions; but the time required for the proper preparation of prescriptions should be duly considered and paid for.

Fourth—He should hold the safety and health of his patrons to be of first consideration; he should make no attempt to treat disease nor strive to sell nostrums or specifics simply for the sake of profit.

Fifth—He should consider the reckless or continued sale of drugs to habitues and the illicit sale of abortive medicines or poisons to be practices unbecoming a gentleman, a pharmacist and a member of this Association.

CONSTITUTION AND BY-LAWS

Revised and Adopted June 28, 1956

Preamble

WHEREAS, to promote progress and to guard the well-being of our profession within the State, Pharmacists should be thoroughly organized, and

WHEREAS, the relations existing between Pharmacists, Chemists, Drug Wholesalers and Manufacturers are, and ought to be, of the most intimate and confidential character, and

WHEREAS, there exists great necessity for the enactment of just, and stringent laws in the interest of the public, to guard against the adulteration, abuse and misrepresentation of drugs and medicines and to confine the compounding and dispensing of drugs and medicines to those who are thoroughly competent and duly licensed. Therefore, be it

Resolved, that we, the Pharmacists, Chemists, Drug Wholesalers and Manufacturers of the State of Maryland in convention assembled do hereby organize ourselves into a permanent association and adopt the following Constitution and By-Laws.

CONSTITUTION

ARTICLE I.

This Association shall be known as the MARYLAND PHARMACEUTICAL ASSOCIATION, INCORPORATED.

ARTICLE II.

OBJECT OF THE ASSOCIATION:

The object of this Association is to bring together the reputable Pharmacists, Chemists, and Allied Members of the drug industry of the State, that they may, by thorough organization and united effort, advance the science of Pharmacy, promote scientific research and, in the interest of the public, strive to have enacted just, and stringent laws conforming to state and federal regulations, and to prevent the adulteration, abuse and misrepresentation of drugs and medicines and to confine the compounding and sale of drugs and medicines to duly educated and licensed pharmacists.

ARTICLE III.

TYPES OF MEMBERSHIP:

Section 1. This Association shall consist of active, associate, affiliate, honorary and life members.

Section 2. *ACTIVE MEMBERS*: Any registered pharmacist in the State of Maryland, of good moral character and professional standing, who shall have attained the age of twenty-one years, shall be eligible to active membership in this Association, upon subscribing to the constitution and by-laws of this Association and payment of dues for the current year, and shall be entitled to all the rights, privileges and benefits of the Association. Applications shall be made on the form prescribed by the Executive Committee and shall be approved by the vote of a majority of the Executive Committee. None of the above qualifications shall change the status of any Active Member at this time.

Section 3. *ASSOCIATE MEMBERS*: Any registered pharmacist who does not have a proprietary interest in a drug store or pharmacy, any registered assistant pharmacist; pharmacy interne; educator; or any person of an allied profession or calling in the State of Maryland, of good moral character and professional standing, who shall have attained the age of twenty-one, shall be eligible to associate membership in this Association, upon subscribing to the constitution and by-laws of this Association and the payment of dues for the current year, and shall be entitled to all the rights, privileges and benefits of the Association, except the right to vote or hold office in the Association.

Section 4. *AFFILIATE MEMBERSHIP*: Any non-registered pharmacist in the State of Maryland or others who have a proprietary or managerial interest in a drug store or pharmacy; any owner, members of a corporation or executive of an allied business or calling in the State of Maryland, of good moral character and standing, who shall have attained the age of twenty-one, shall be eligible to affiliate membership in this Association, upon subscribing to the constitution and by-laws of this Association, and the payment of dues for the current year, and shall be entitled to all the rights, privileges and benefits of the Association, except the right to vote or hold office in the Association.

Section 5. *LIFE MEMBERSHIP*: Any active member who has paid at least twenty-five years continuous dues, may pay ten years current dues in advance to the Treasurer and shall be a life member. Life members shall have all the rights and privileges of active members, including the right to vote, but are not required to pay the annual dues, thereafter.

Section 6. *HONORARY MEMBERS*: Professional men, physicians, pharmacists, chemists, scientists and other persons of merit, not actively engaged in the practice of retail pharmacy, shall, upon the vote of 80% of the Executive Committee, be declared honorary members and shall be entitled to all the privileges of the other classes of members except the right to vote and to hold elective office. They shall not be required to pay annual dues.

Article IV.

OFFICERS AND EXECUTIVE COMMITTEE:

The Officers of this Association shall consist of a President, three Vice-Presidents, an Executive Secretary, a Treasurer, and an Executive Committee composed of representatives of five districts, and Baltimore City, comprising the State of Maryland. Originally, each district shall have representation based on two members on the Executive Committee for each of the five districts and three members for Baltimore City, regardless of store population. After adoption of this Constitution, any of the five districts and Baltimore City, shall be entitled to one extra member on the Executive Commitee on the basis of one member for every twenty-five dues paid members in the district or Baltimore City. Representation shall not exceed five members to the Executive Committee from any one district or Baltimore City.

District 1: To include the area comprising East of the Susquehanna River, South of the Pennsylvania border, West of the Delaware border, East of the Chesapeake Bay to the Atlantic Ocean and North of the Virginia border.

District 2: To include the area comprising South of the Pennsylvania border, bounded on the East by the Susquehanna River and the Chesapeake Bay, following a line Southward to the mouth of the South River, Westward to the Prince Georges County line, Northward to the Carroll-Baltimore County line, to the Pennsylvania border.

District 3: To include the area comprising South of the Prince Georges-Howard County line, Montgomery-Frederick County line, to the Potomac River as its Southern boundary, to the mouth of the Potomac River.

District 4: To include the area comprising Westward from the Baltimore-Carroll County line, South of the Pennsylvania border, to a point one mile West of Hancock and bounded on the South by the Potomac River to the Montgomery-Frederick County line.

District 5: To include the area comprising one mile West of Hancock.

District 6: Baltimore City shall be considered a district within its corporate limits.

All officers of this Association except the Executive Secretary shall be elected annually by ballot, and shall hold office until their successors are elected and have qualified. The Executive Secretary shall be appointed by the Executive Committee, to serve and act during the term of said Executive Committee.

Ex-Officio members may be elected annually by ballot, to the Executive Committee because of the office they hold. Ex-Officio members to the Executive Committee shall not vote.

The President of the Association shall become a member of the Executive Committee for the year immediately following his term as president, and he shall serve as chairman of the Executive Committee during this period.

ARTICLE V.

AMENDMENT OF CONSTITUTION:

Every proposition to alter or amend this Constitution must be submitted in writing, and, after being read at a duly constituted meeting shall be referred to the Executive Committee, and lie over until the next annual meeting of the Association, when, upon receiving an affirmative vote of two-thirds of the members present, it shall become part of this Constitution.

ARTICLE VI.

QUORUM:

Twenty-five members shall constitute a quorum for the transaction of business.

BY-LAWS

ARTICLE I.

DUTIES OF THE PRESIDENT:

The President shall preside over all meetings of this Association; he shall decide all questions of order, subject, however, to an appeal. He shall appoint all committees, unless their appointment is otherwise ordered by the Association and shall be ex-officio, a member of the Executive and each standing committee. He shall present at each annual meeting a report and shall make such suggestions as may seem to him suitable to promote the interest and better carry out the objects for which this Association has been organized. He shall authenticate all proceedings by his signature.

Article II.

DUTIES OF THE OFFICERS:

In the absence of the President, or his inability to act, his duties shall devolve upon the Vice-Presidents in their order of rank.

Article III.

DUTIES OF THE EXECUTIVE SECRETARY:

The Executive Secretary shall make and keep correct minutes of the proceedings and conduct all the correspondence of the Association. He shall be ex-officio, a member and Secretary of the Executive and each Standing Committee. He shall carefully preserve on file all reports and papers of every description, and it shall be his duty, under direction of the Executive Committee, to edit the Maryland Pharmacist, publish and distribute the Proceedings of the Association, countersign all orders upon the Treasury and shall be paid an annual salary of a sum to be determined by the Executive Committee.

Article IV.

DUTIES OF THE TREASURER:

The Treasurer shall collect and safely hold all dues and other funds belonging to the Association, to the order of the Executive Committee. He shall report to the Executive Committee the status of membership of the Association. He shall at each Executive Committee meeting render a statement of his accounts showing all income and expenditures. He shall at each annual meeting render a statement of his accounts to the Executive Committee for audit and report a copy of the same to the Association. He shall be ex-officio, a member of the Executive Committee. He shall keep a separate account for the monthly journal, charging all expenses and crediting all receipts, setting out this account separately in his annual report. He shall countersign all orders upon the Treasury.

Article V.

DUTIES OF THE EXECUTIVE COMMITTEE:

The property and affairs of the Association shall be managed by the Executive Committee, consisting of the President. the three Vice-Presidents, the Chairman, who is the immediate preceding president, and members representing the districts of the State as determined in the Constitution. To the extent that the corporation laws of this State permits, the Executive Committee shall be the governing body of the Association and shall have and be entitled to exercise all the power of the members. The Chairman and members at large of the Executive Committee shall be elected by ballot at the annual meeting of the Association and shall hold office until their successors are elected and have qualified. In case of resignation, removal or death of any member of the Executive Committee, the vacancy shall be filled by the remaining members of the Executive Committee, and the new committee member shall hold office until the election and qualification of his successor.

The Executive Committee shall meet at such times and places as the committee may determine. Special meetings of the Committee may be called at any time by the President or by a majority of the committee.

No member of the Executive Committee shall receive any compensation for his services as such.

Ten members of the Executive Committee shall constitute a quorum for the transaction of any business at any regular or special meeting of the Executive Committee.

ARTICLE VI

MEETINGS:

This Association shall hold its meetings annually at such time and place as the Executive Committee may name and shall give thirty days written notice thereof to the membership. Special meetings shall be called, upon the written application of ten members, directed to the President; said written application before being acted on must be submitted to the Board of Trustees, and receive the approval of a majority of said Board of Trustees, and at least fifteen days notice be given of the time, place and object of meeting in special session. Regional meetings may be held at such place as the President may designate which the officers and chairman of committees especially shall attend.

ARTICLE VII

BOARD OF TRUSTEES:

The officers of the Association shall constitute a Board of Trustees for the transaction of any business that may be intrusted to it.

ARTICLE VIII

FISCAL YEAR:

The fiscal year of this Association shall be the calendar year.

ARTICLE IX.

FINANCIAL ADMINISTRATION:

All checks or orders for payment of money shall be signed by such officer or officers as may, from time to time, be designated by the Executive Committee, provided such papers be signed by the Treasurer with the approval of the President or such other officer designated by the President.

All other contracts, obligations and documents of all kinds shall be executed by the President, whose signature shall be witnessed by the Secretary after approval, shall first have been given by the Executive Committee and shall include such signature or signatures of officers as may be required or designated by the Executive Committee.

All active and affiliate members in order to maintain their status as members in good standing are required to pay dues in the amount of Twenty-five dollars a year, payable January 1st of each year, in advance.

Two dollars of each active and affiliate members dues collected shall be earmarked for "Kelly Memorial Building Maintenance, Only."

All Associate members in order to maintain their status as members in good standing are required to pay dues in the amount of Five dollars a year, payable January 1st of each year, in advance.

Any member, whose dues shall be in arrears for one year shall, after due notification from the Treasurer, lose his rights as a member.

The Executive Secretary and Treasurer shall each receive a salary in such amount as the Executive Committee may determine for his services.

An annual audit shall be prepared by a certified public accountant, who has been approved by the Executive Committee, at the close of business on May 31st each year. A full and true report of the annual audit shall be given at the annual meeting of the Association.

ARTICLE X.

ORDER OF BUSINESS:

The Executive Committee shall furnish the order of business for each regular and annual meeting and shall furnish the Executive Secretary a draft of progress at least thirty days before the date of such meetings.

ARTICLE XI.

APPOINTMENT TO STATE BOARD OF PHARMACY:

A list of members of the Association, in good standing, being skilled and competent pharmacists who have had at least five years active pharmaceutical experience in compounding and dispensing physician's prescriptions, shall be submitted by the executive committee to the nominating committee, which latter named committee shall recommend at the annual meeting of the Association, a list of three eligible members for each vacancy to be filled by appointment of the Governor of the State of Maryland to the Maryland Board of Pharmacy. None of the candidates may be connected with the School of Pharmacy, either as a teacher, instructor, or a member of the Board of Trustees. The Board of Pharmacy shall consist of two members of the City of Baltimore, two members of the Counties of the State, and one member of either the City of Baltimore or the Counties of the State. The appointment shall be for a period of five years. In case of any vacancy or vacancies, whether from expiration of term, resignation, death or otherwise, the Governor shall appoint a successor from a list of Pharmacists of three times the number of vacancies to be filled, said list to be submitted by the Maryland Pharmaceutical Association. The said Commissioners shall, after notification of their appointment each subscribe to the oath prescribed by the Constitution of the State of Maryland and shall hold office until the appointment and qualification of his successor.

ARTICLE XII.

STANDING AND SPECIAL COMMITTEES:

The following Standing Committees shall be appointed annually by the President and approved by the Executive Committee:

1. Social Committee
2. Building Committee
3. Trade Relations Committee
4. School of Pharmacy Committee
5. Professional Relations Committee
6. Legislative Committee
7. Membership Committee
8. Finance Committee

9. Auditing Committee
10. Public Relations Committee
11. Fair Trade Committee
12. Publications Committee
13. Pharmacy Week Committee
14. Pharmacy Committee
15. Civil Defense Committee
16. Nominating Committee
17. Resolutions Committee

The President shall also appoint such other special committees as it may, from time to time deem necessary or advisable. The number of members serving on Standing and Special Committees and the duties and responsibilities of all committees shall be determined by the Executive Committee and a report of all committees shall be submitted in writing at regular, special or annual meetings of the members.

Article XIII.

TRAVELERS AUXILIARY:

Section 1. (Authorization) The Maryland Pharmaceutical Association hereby authorizes the organization of the Traveler's Auxiliary of the Maryland Pharmaceutical Association to be a permanent organization to aid in the entertainment of the Association.

Section 2. (Membership) Membership of the Auxiliary shall comprise all representatives who sell to the pharmacists and to the drug trade in general.

Section 3. (Dues) Each member of the Auxiliary shall pay seven dollars and fifty cents in annual dues to the Treasurer of the Auxiliary, or any designated amount.

Section 4. (Function) The Social Committee of the Maryland Pharmaceutical Association shall devise with the Travelers' Auxiliary in matters pertaining to the program of entertainment for the annual meeting of the Association.

Section 5. (Powers) The Travelers' Auxiliary and Social Committee of the Maryland Pharmaceutical Association shall have control of the entertainment features of the Maryland Pharmaceutical Association at its meetings.

Article XIV

LADIES AUXILIARY:

Section 1. (Authorization) The Maryland Pharmaceutical Association hereby authorizes the organization of the Ladies Auxiliary of the Maryland Pharmaceutical Association to be a permanent organization to aid in the entertainment of the Association.

Section 2 (Membership) Membership of the Auxiliary shall comprise of wives of pharmacists, teachers and all representatives who sell to the pharmacists and to the drug trade in general.

Section 3. (Dues) Each member of the Ladies Auxiliary shall pay two dollars in annual dues to the Treasurer of the Auxiliary, or any designated amount.

Section 4. (Function) The Social Committee of the Maryland Pharmaceutical Association shall devise with the Ladies Auxiliary in matters pertaining to the program of entertainment for its annual meeting of the Association.

Section 5. (Powers) The Ladies Auxiliary and the Social Committee of the Maryland Pharmaceutical Association shall have control of the entertainment features of the Maryland Pharmaceutical Association at its meetings.

Article XV

STUDENTS AUXILIARY:

Section 1. (Authorization) The Maryland Pharmaceutical Association hereby authorizes the organization of a Students' Auxiliary of the Maryland Pharmaceutical Association.

Section 2. (Membership) Under-graduate students who are members of the second, third, and fourth year classes, respectively, of the School of Pharmacy of the University of Maryland shall be eligible for active membership in the Students' Auxiliary.

Section 3. The Students' Auxiliary is hereby empowered to adopt a constitution and by-laws which constitution shall be approved by the Maryland Pharmaceutical Association before taking effect.

Section 4. The Students' Auxiliary is empowered to elect such officers and appoint such committees as provided for in the constitution and by-laws, including an Executive Committee. The President of the Maryland Pharmaceutical Association shall be a member ex-officio and without vote, of the Executive Committee of the Students' Auxiliary, and the President of the Students' Auxiliary shall be a member, ex-officio and without vote, of the Executive Committee of the Maryland Pharmaceutical Association.

Section 5. The Students' Auxiliary of the Maryland Pharmaceutical Association shall send three delegates to the annual convention of the Maryland Pharmaceutical Association, such delegates to be appointed in accordance with the by-laws.

Section 6. The members of the Students' Auxiliary of the Maryland Pharmaceutical Association shall be entitled to receive "The Maryland Pharmacist" for each month of the college year, upon the payment to the Publications Committee of the Maryland Pharmaceutical Association the sum of one dollar ($1.00) per member.

Article XVI

AMENDMENT OF BY-LAWS:

These By-Laws may be amended by the affirmative vote of two-thirds of the members in attendance, at any regular meeting of the members or a special meeting called for that purpose; provided that notice to members, in writing, of the proposed changes be given at least fifteen days before the meeting.

Article XVII

ORDER OF BUSINESS:

The Order of Business at the annual meeting and special meetings where appropriate shall be as follows:

1. Call to order
2. Roll Call

3. Reading of Minutes of Previous Meeting
4. Reading of Communications
5. Reports of Officers and Committees
6. Unfinished Business
7. Election of Members
8. New Business including election of Officers and members at large the Executive Committee.
9. Adjournment

ARTICLE XVIII

RULES OF ORDER:

Roberts Rules of Order shall prevail in the meetings of this Association.

OFFICERS BALTIMORE RETAIL DRUGGISTS' ASSOCIATION

President—VICTOR H. MORGENROTH, JR.
1st Vice President—ALEXANDER J. OGRINZ, JR.
2nd Vice President—HERMAN B. DRUKMAN
3rd Vice President—GREGORY W. A. LEYKO
4th Vice President—SAM A. GOLDSTEIN
Secretary—JOSEPH COHEN
Secretary Emeritus—MELVILLE STRASBURGER
Treasurer—CHARLES E. SPIGELMIRE
Treasurer Emeritus—FRANK L. BLACK

Executive Committee

BERNARD CHERRY
JEROME J. CERMAK
AARON M. LIBOWITZ
ANTHONY G. PADUSSIS
SAMUEL I. RAICHLEN
Ex-Officio—FRANCIS S. BALASSONE
Ex-Officio—SIMON SOLOMON
Ex-Officio—JOHN F. WANNENWETSCH

CONSTITUTION AND BY-LAWS OF BALTIMORE RETAIL DRUGGISTS' ASSOCIATION

ARTICLE I

MEMBERSHIP

SECTION 1. Membership in the Association shall be divided into four classes: ACTIVE MEMBERS, LIFE MEMBERS, HONORARY MEMBERS, and ASSOCIATE MEMBERS.

(a)) ACTIVE MEMBERS: All registered Pharmacists who are or were actively engaged in the practice of retail pharmacy in Metropolitan Baltimore as owners of retail drug stores, are eligible to become active members. Applications shall be made on the form prescribed by the Executive Committee and shall be approved by the vote of a majority of the Active Members present at regular annual meetings or in the interim, by a majority vote of the Executive Committee. None of the above qualifications shall change the status of any Active Member at this time.

(b) LIFE MEMBERS: Any Active Member who has paid dues for fifteen years, may pay the sum of $100.00 to the Treasurer and shall be a Life Member and shall be presented with an appropriate certificate by the President. Life Members shall have all the rights and privileges of Active Members, including the right to vote, but are not required to pay the annual dues, thereafter.

(c) HONORARY MEMBERS: Professional men, physicians, pharmacists, chemists, scientists and other persons of merit, not actively engaged in the practice of retail pharmacy, shall, upon the vote of 80% of the Executive Committee, be declared Honorary Members and shall be entitled to all the privileges of the other classes of members except the right to vote and to hold elective office. They shall not be required to pay annual dues.

(d) ASSOCIATE MEMBERS: Any Pharmacist or other person actively engaged in industries allied to the profession, who do not meet qualifications of Active Membership, may by paying such dues as determined by the Executive Committee be eligible to all rights and privileges of the Association, except to vote and hold office.

MEETINGS

SECTION 2. MEETINGS:

(a) ANNUAL MEETINGS: The annual meeting of the members for the election of officers and members of the Executive Committee of the Association and for the transaction of any other business that may be before the meeting shall be held in December of each year in the City of Baltimore at a time and place designated by the Executive Committee.

(b) SPECIAL MEETINGS: The Special Meetings of the members may be called by the President or a majority of the Executive Committee, upon five days written notice. Petitions requesting special meetings, signed by not less than twenty-five active members, addressed to the President, shall make it mandatory for such special meetings to be called.

SECTION 3. QUORUM: Twenty-five members who are entitled to vote shall constitute a quorum for the transaction of any business at any annual or special meeting.

ARTICLE II

EXECUTIVE COMMITTEE

SECTION 1. The property and affairs of the Association shall be managed by the Executive Committee consisting of ten members; the President, the four Vice-Presidents, the Chairman, (the immediate preceding President) and four members at large. To the extent that the Corporation Laws of this State permit, the Executive Committee shall be the governing body of the Association and shall have, and be entitled to exercise, all the powers of the members. The Chairman and members at large of the Executive Committee shall be elected by ballot at the annual meeting of the Association, and shall hold office until their successors are elected and have qualified. In case of resignation, removal or death of any member of the Executive Committee, the vacancy shall be filled by the remaining members of the Executive Committee, and the new Committe member shall hold office until the election and qualification of his successor.

SECTION 2. The Executive Committee shall meet at such times and places as the Committee may determine. Special meetings of the Committee may be called at any time by the President or by a majority of the Committee.

SECTION 3. No member of the Executive Committee shall receive any compensation for his services as such.

SECTION 4. Six members of the Executive Committee shall constitute a quorum for the transaction of any business at any regular or special meeting of the Executive Committee, except as provided for in Article I, Section 1, paragraph (c).

ARTICLE III

OFFICERS

Section 1. The officers of the Association shall consist of a President, four Vice-Presidents, a Secretary and a Treasurer. Such officers shall be elected by the Active and Life Members at the regular annual meeting, and shall hold office for one year or until their successors are elected and qualified.

Section 2. The Executive Committee may, from time to time, appoint such other officers and agents with such powers and duties as the Committee may deem advisable.

Section 3. Any vacancy in any office shall be filled by majority vote of the Executive Committee.

Section 4. Any officer, or employee, may be removed at any time with cause by the affirmative vote of a majority of the Executive Committee or by any superior officer upon whom such power of removal may have been conferred by the Executive Committee, and such action shall be conclusive upon the officer or employee so removed

Section 5. The officers shall perform such duties as may, from time to time, be designated by the Executive Committee.

ARTICLE IV

OFFICIAL SEAL

The official seal of the Association shall have inscribed thereon the name of the Corporation and the words "Incorporated 1952 Maryland".

ARTICLE V

FINANCIAL ADMINISTRATION

Section. 1.

(a) All checks or orders for payment of money shall be signed by such officer or officers as may, from time to time, be designated by the Executive Committee provided such papers be signed by the Treasurer, with the approval of the President or such other officer designated by the President.

(b) All other contracts, obligations and documents of all kinds shall be executed by the President, whose signature shall be witnessed by the Secretary, after approval shall first have been given by the Executive Committee and shall include such signature or signatures of other officers as may be required and designated by the Executive Committee.

Section 2. The fiscal year of the Association shall be the calendar year.

Section 3. All Active Members, in order to maintain their status as Active Members, are required to pay dues in the amount of $10.00 per year payable on January 1st of each year, in advance. Any Active Member who is in default in the payment of his annual dues for one year shall automatically cease to be an Active Member of the Association.

Section 4. The Secretary and Treasurer shall each receive a salary in such amount as the Executive Committee may determine, for his services.

Section 5. A full and true statement of the affairs of the Association shall be submitted at the annual meeting of the members, and filed within twenty days thereafter at the principal office of the Association.

ARTICLE VI

STANDING COMMITTEES

Section 1. The following standing committees shall be appointed annually by the President, and the President shall be a member ex-officio of all such committees:

1. Social Committee.
2. Pharmacy Committee
3. Building Committee
4. Publicity Committee
5. Membership Committee
6. Committee on Attendance and Arranging Meetings
7. Ethical Practices Committee
8. Committee on Professional and Public Relations
9. Civil Defense Committee
10. Legislative Committee
11. Prescription Survey Committee
12. Good and Welfare Committee
13. Auditing Committee

The Executive Committee may also appoint such other special Committees as it, from time to time, may deem necessary or advisable.

The number of members serving on standing and special committees and the duties and responsibilities of all committees shall be determined by the Executive Committee, and a report of all committees shall be submitted, in writing, at the annual meeting of members.

ARTICLE VII

AMENDMENTS

These By-Laws may be amended by the affirmative vote of two-thirds of the members in attendance, at any regular meeting of the members or a special meeting called for that purpose; provided that notice to members, in writing, of the proposed changes be given at least fifteen days before the meeting.

ARTICLE VIII

ORDER OF BUSINESS

The order of business at the annual meeting and special meetings, where appropriate, shall be as follows:

1. Call to order
2. Roll Call
3. Reading of minutes of previous meeting
4. Reading of communications
5. Reports of officers and committees
6. Unfinished business

7. Election of members
8. New business, including election of officers and members at large of the Executive Committee; and
9. Adjournment.

CONSTITUTION AND BY-LAWS
TRAVELERS' AUXILIARY
MARYLAND PHARMACEUTICAL ASSOCIATION
(T. A. M. P. A.)

Effective as of October 6th, 1951

Preamble

In acordance with the authority contained in Section 1, Article XIII, of the Constitution and By-Laws of the Maryland Pharmaceutical Association, this organization shall be known as the Travelers' Auxiliary of the Maryland Pharmaceutical Association.

ARTICLE I.

The object of this Association shall be to co-operate with the Maryland Pharmaceutical Association in promoting the general welfare of the drug trade and assist in providing entertainment at the Annual Convention.

ARTICLE II.

This Association shall meet regularly on the FIRST Saturday of each month unless otherwise ordered by a two-thirds vote of members present.

The ANNUAL meeting shall be held during the time and at the place of the Annual Convention of the Maryland Pharmaceutical Association.

ARTICLE III.

EXECUTIVE OFFICERS

The Governing Body of this Association shall be composed of Active Members only and shall consist of a PRESIDENT, FIRST VICE-PRESIDENT, SECOND VICE-PRESIDENT, THIRD VICE-PRESIDENT, SECRETARY-TREASURER, ASSISTANT SECRETARY-TREASURER, a Board of Directors consisting of nine members and the IMMEDIATE Past President who shall act as Chairman of the Board.

ARTICLE IV.

All officers of this Association shall be elected annually at our meeting which shall be held during the time of the Annual Convention of the Maryland Pharmaceutical Association. The PRESIDENT, FIRST VICE-PRESIDENT, SECOND VICE-PRESIDENT, THIRD VICE-PRESIDENT, shall be elected for a term of one year, SECRETARY-TREASURER for a term of one year, and the ASSISTANT SECRETARY-TREASURER for a term of one year In the event of any officer not being able to perform any duties pertaining to his office, each following officer will perform the duties of the next highest office until the next Annual Convention. Three DIRECTORS shall be elected for a term of three years each.

The candidates for President, First Vice-President, Second Vice-President, Third Vice-President, Secretary-Treasurer, Assistant Secretary-Treasurer receiving a majority of votes cast shall be declared elected to their respective office.

The three candidates for Directors receiving the largest number of votes cast shall be elected as Directors.

Article V.

The PAST PRESIDENTS shall constitute a permanent group to be known as the ADVISORY COMMITTEE.

Article VI.

This Association shall consist of ACTIVE MEMBERS, ASSOCIATE MEMBERS and HONORARY MEMBERS.

Article VII

Thirty members (ACTIVE) shall constitute a quorum for the transaction of business.

Article VIII

These By-Laws may be suspended at any regular meeting of the Association by a unanimous vote of the members present. Amendments to the By-Laws may be proposed at any session, in writing, and voted upon at the next regular meeting and may be accepted or rejected by a two-thirds vote of the ACTIVE members present.

Article IX.

Honorary President

To be elected at Annual Meeting for a term of one year.

BY-LAWS

SECTION I.

Duties of Officers and Committees.

PRESIDENT—It shall be the duties of the President to preside at all meetings of the Association and its Governing Body and to perform such other duties as ordinarily pertain to his office. He shall also call a meeting of the Chairmen of the various committees at least twice a year.

VICE-PRESIDENTS—In the absence of the President, or his inability to act, his duties shall devolve upon the Vice-Presidents in the order of their rank.

SECRETARY-TREASURER and/or ASSISTANT SECRETARY-TREASURER—It shall be the duties of the Secretary-Treasurer and/or Assistant Secretary-Treasurer to keep a record of all proceedings and finances of the Association. They shall make a complete report, in writing, at the first regular meeting following the Annual Convention. They shall deposit all funds in the name of the Association in a bank acceptable to Governing Body

All checks must be signed by the President and Secretary-Treasurer, or the President and the Assistant Secretary-Treasurer or by the Secretary-Treasurer and Assistant Secretary-Treasurer.

GOVERNING BODY—This Body shall be charged with the transaction of all business not covered specifically by these By-Laws and shall hold a monthly meeting or oftener at the discretion of the President to transact any necessary business and to hear the detailed report of the Secretary-Treasurer or the Assistant Secretary-Treasurer as to finances and membership, except during the month of August in which there is no activity.

SECTION II.

All officers shall assume the duties of the offices to which they are elected at the first regular meeting following their election. At this meeting the

President shall appoint the following PRINCIPAL and STANDING committees (except AUDITING and NOMINATING, which shall be appointed at the meeting prior to the ANNUAL meeting) and any others deemed necessary.

ATTENDANCE
CUSTODIAN
LUNCHEON
THE MARYLAND PHARMACIST
MEMBERSHIP
PROGRAM
PUBLICITY
WELFARE

SECTION III.

Duties of Committees.

Chairman of each Committee shall call a Meeting of his Committee members at least twice a year and shall submit a report to the President.

ATTENDANCE—It shall be the duties of this committee to promote attendance at all meetings.

AUDITING—This committee shall consist of three Past Presidents whose duties it shall be to audit the books annually and submit a written report.

LUNCHEON—This committee shall arrange all menus for regular meetings, shall sell tickets at the door, see that all present are being served and distribute all prizes.

THE MARYLAND PHARMACIST—It shall be the duties of this committee to cooperate with the Editor of the Maryland Pharmacist in supplying information, news of interest, activities of the T.A.M.P.A. Such information to be in the hands of the M.P.A. Editor not later than the Monday following the Saturday of the regular monthly Meeting.

MEMBERSHIP—This committee shall thoroughly investigate the character of all applicants.

NOMINATING—This committee shall consist of three immediate Past Presidents, whose duties it shall be to suggest a complete roster of officers to be elected at the ANNUAL Meeting. This roster to be presented when called for by the President. Additional nominations may be made from the floor.

PROGRAM—This committee shall arrange all programs for all regular meetings.

PUBLICITY—It shall be the duties of this committee to furnish news of our activities to the press or any other medium.

CUSTODIAN—It shall be the duties of this committee to see that an American Flag and T.A.M.P.A. Banner is available and displayed at all meetings and to protect any equipment of the Association.

WELFARE AND SICK—It shall be the duties of this committee to call on the sick and make a report at each regular meeting, and also render any assistance within the power of the Association.

ADVISORY—This committee shall act at the request of the President.

SECTION IV.

Membership.

Active membership in this Association shall be limited to men calling on the Drug Trade, who are acceptable to the Governing Body of the Association.

Applications for membership shall be in writing on the prescribed form and endorsed by two ACTIVE members and accompanied by one year's dues.

All applications or names of prospective applicants shall be handed the Secretary-Treasurer, who shall submit the name, firm represented and any other information to the Governing Body for their decision as to eligibility. This Body to submit its report to the membership committee for their investigation, they to report to the Secretary-Treasurer. If a favorable report is received the Secretary-Treasurer shall announce the name or names in his written communication to the membership for action at next regular meeting.

Upon acceptance by two-thirds vote of ACTIVE members present the person or persons whose name was acted upon shall be notified by the Secretary-Treasurer, in writing, of his election, and his name will be inscribed on the rolls of the Association.

This Association shall have the power to expel a member by a vote of two-thirds ACTIVE members present at a regular meeting, providing a trial is held for conduct against the best interests of the Association, but no person shall be expelled until he has been notified of the charges against him and given an opportunity to present his defense.

Associate Members

An Associate member of this Association shall be a member who by reason of change of occupation shall cease to qualify, in the opinion of the Governing Body, as an Active member but who desires to remain in the Association for its social contact. He will pay the regular dues but may not vote.

Honorary Members.

The Governing Body may nominate for Honorary membership, persons, who in their opinion have rendered such service to the Association as to deserve this recognition. All such nominations to be subject to election by a two-thirds vote of the membership present at a regular or Annual Meeting. Such membership to carry no voting privilege and also to be exempt from the annual dues.

Dues.

The annual dues of the members of this Association shall be seven dollars and fifty cents ($7.50) and shall be payable in advance on January first, of each year, and shall be considered in arrears, if not paid by the time of the Annual Convention, and such member shall be automatically dropped from the rolls. New members joining the Association after September first, dues are paid for the following year.

REGISTERED PHARMACISTS IN MARYLAND

The following list of Registered Pharmacists is furnished by and with the authority of the Maryland Board of Pharmacy, and every care has been taken to make the list accurate in every detail. However, should any errors be noted, please notify the Secretary of the Maryland Board of Pharmacy, 2411 North Charles Street, Baltimore, Maryland.

A

Aarons, Hillel R.
Aaronson, Alfred I.
Abarbanel, Judith
Aberbanel, Morton
Abelsky, Abraham
Abelson, Abraham A.
Abrahams, C. S.
Abrams, Marvin H.
Abrams, Lawrence M.
Abrams, Rosalie G.
Abramson, Aaron
Abramson, Alfred
Abramson, Daniel J.
Abramowitz, Manuel
Abramowitz, Robt. N.
Aceto, Mario D. G.
Adams, Embray E.
Adams, James H.
Adamson, Robert W.
Adkins, Robert T.
Albert, Ada Celeste
Albert, Irvin J.
Albrecht, Walter E.
Albrecht, William F.
Aldrich, Clayton B.
Alessi, Alfred Henry
Alessi, Edward J.
Alexander, Horace L.
Alexander, Latimer B.
Alexander, Lydia B.
Alexander, T. W.
Alexander, Wm. A.
Allaband, Edgar R.
Allen, Anthony, III
Allen, Benjamin F.
Allen, E. B.
Allen, Claris M.
Alliker, Morris J.
Alpern, Elwin H.
Amarant, Emil
Amoia, Henry
Anders, W. Raymond
Anderson, B. W.
Anderson, Chas. D.
Anderson, Chas. R.
Anderson, J. Erroll
Anderson, Solon Lee
Andrews, Marvin J.
Angster, Jerome
Angorn, Richard A.
Ansell, Max S
Anshell, Marvin
Anthony, Arthur F.
Anthony, John P.
Apitz, Fred W.
Appel, William J.
Applestein, Frank
Applestein, Harry A.
Arch, Edward K.
Archambault, Paul J.
Archer, Fletcher W.
Archer. Theodore
*Armentrout, L. W.
Armstrong, Chas. L.
Arrington, H. S.
Artigiani, Filiberto
Artsis, Morris
Asbill, J. Lewis
Ashbury, Howard E.
Ashby, James H.
Askey, Wilbur G.
Atlas, Harvey H.
Atwell, Daniel S., Jr.
August, Henry John
Aursliff, Carl
Austerlitz, John S.
Austin, Chas. S., Jr.
Austraw, H. H.
Austraw, Richard F.
Avedisian, Paramaz
Avent, T. E.
Avinger, Noel S.
Avis, James L.
Axelrod, Stuart
Ayd. John Joseph
Ayd, Joseph M.
Aytes, Chester Ray

B

Baer, Philip C.
Bachman, Fenton L.
Bachrach, M. E.
Baer, Adolph
Baier, John Cletus
Baikstis, Anda A.
Bailey, Grafton D. P.
Bailey, Halcom S.
Bailone, Wm. A., Jr.
Bair, Schafer B.
Bakas, James A.
Baker, Daniel S.
Baker, G. F.
Baker, Harley E.
Baker Israel
Baker, J. Elmer
Baker, William
Balassone, Francis S.
Balcerak, Eugene P.
Baldwin, G. Mitchell
Baldwin, James S.
Balje, Richard A.
Balliet, Woods D.
Balmert, Clemens A.
Balotin, Louis Leon
Baltz, George E.
Bambrick, Vincent C.
Bank, Albert
Bankard, Jesse C.
Barbacoff, Alec
Barcus, Glenn W.
Barke, Daniel S.
Barker, C. W.
Barlow, Sara A. LeV.
Barlow, Robert J.
Barnes, Forrest P.
Barnett, Edward J.
Barnett, Ruth Ella
Barnett, William M.
Barnett, W. P.
Barnstein, Fred S.
Barnum, Charles W.
Barone, James A.
Baroti, Ethel
Barrett, A. G.
Barrett, Harvey W.
Barrett, Henry H.
Barrett, Sister Agatha
Barrett, William H.
Barrie, Louis C.
Barron, Frank R.
Barry, Wilbur Ford
Barshack, Jack
Barsky, Samuel
Bartlett, Fitz James
Barton, Cynthia LaL.
Bartoshesky, Louis H.
Basik, Harvey E.
Basil, George C.
Bassett, Irving A.

*Deceased

Bastable, Edward J.
Batalion, Abraham L.
Batchison, Joseph C.
Batdorf, John B.
Batease, John Charles
Batie, A. Lester
Batt, William H.
Bauer, John C.
Bayer, George
Baylus, Meyer Milby
Baylus, Joseph
Beal, Agnes A. K.
Beall, Clara
Beall, R. B.
Beall, W. W.
Beam, John H.
Beam, Merlin A.
Beatty, Annie K.
Beatty, Charles E.
Beck, Herbert
Beck, John G.
Beck, Samuel D.
Becker, Louis
Beckley, J. Harry
Bectem, C. H.
Beer, Donald Richard
Behrman, Bernard F.
Beistle, Mathew J.
Beitler, Ben
Beitler, Leonard
Belbot, Emma N.
Belford, Joseph
Bell, Abraham P.
Bell, David W., Jr.
Bell, L. J.
Bell, Raymond M.
Beller, John R.
Bellerman, L. A.
Bellis, Walter S.
Bellman, Frank A.
Belt, James F.
Bender, Maurice
Benfer, Benjamin D.
Benkovic, George J.
Bennett, C. W., Jr.
Bennett, Howard S.
Bennett, Lester Leroy
Bensel, Robert John
Benson, Charles M.
Bentheme, James A.
Benton, Luther B.
Bentz, William A.
Bercovitz, Leon J.
Berger, Abraham A.
Berger, George W.
Bergner, Samuel W.
Bergstein, Robert S.
Berkowich, Melvin I.
Berman, Abraham S.
Berman, Frederic T.
Berman, Maurice J.
Bernabo, Albert C.
Bernardini, Jose R.
Berngartt, Elmar B.
Bernhardt, Henry
Bernhardt, William
Bernstein, Alvin S.
Bernstein, Stanley
Berkowitz, Samuel
Berlanstein, Joseph
Berlin, Alvin
Berlin, Jerome
Bernstein, Edwin E.
Bernstein, Joseph C.
Bernstein, Nathan
Bernstein, Stanley
Berry, M. B.
Berry, Robert M., Jr.
Berryman, C. H.
Bettigole, Philip
Betts, A. Parran
Beyer, Jane
Bialek, Samuel M.
Bialek, Ted
Bickle, John C.
Bickel, Louis M.
Biggs, John Gregory
Billian, Bernard
Binok, Edw. J.
Bierley, Roy Murray
Binau, A. M.
Binstock, Albert
Bishop, Davis N.
Bitner, Glen R.
Bixler, Richard S.
Black, Frank Linton
Blaine, Edw. I., Jr.
Blair, Ralph Diener
Blake, Andrew B.
Blankman, Albert J.
Blanquitte, Louis E.
Blatt, Harry F.
Blatt, Thomas H.
Blattstein, Flora
Blechman, Charles
Bleu, Barnett T.
Blitz, Louis
Block, Frank
Block, Jerome
Block, John Fred.
Block, Samuel
Bloom, Eli H.
Blough, Myron Earl
Blue, Barbara M.
Blum, Abraham
Blum, Joseph Sydney
Blum, M. B.
Blumberg, Eli T.
Blumson, Samuel S.
Bobbitt, Alex M.
Boden, Edwin
Boeder, Leo
Boellner, Otto K., Jr.
Boeren, John Gilbert
Boessel, Martin E.
Bogash, Philip
Boggan, Robt. F.
Bogen, Ellis B.
Boisfeuillet, Frank S.
Bomstein, Solomon
Bonanno, Placido A.
Bondareff, Erwin A.
Bookoff, Morris
Boone, John W. H.
Booth, Wm. H.
Borcherding, Wm. H.
Borenstein, Jack B.
Borgatti, Richard J.
Borland, Hugh Kelly
Bosch, Charlotte T.
Bosch, Noel J.
Bosserman, Charles
Bourne, Benjamin P.
Bower, Edwin L.
Bower, Martin R.
Bowers, Wm. W.
Bowie, Allen H.
Bowman, A. E.
Boyce, M. H., Jr.
Boyd, Carville B.
Boyd, George W. F.
Boyd, Wm. Merton
Boyer, Gary H.
Boyer, Ralph Lewis
Bowen, Curtis A.
Bowles, Adam J.
Braden, Walter Buel
Braden, Wayne Ansel
Bradford, J. Henry
Bradford, Melville L.
Bradley, Frank H.
Bradley, Theron R.
Bradstock, Alden, Jr.
Brady, Robert Wilson
Bragonier, James
Brager, Stanley S.
Brager, Stuart H.
Brahen, Leonard S.
Brambaugh, Benj. B.
Bramble, Henry S.
Bransky, Jos. M.
Bratten, Blanche R.
Bratten, E. H.
Braude, Monique C.
Braunstein, I. M.
Bray, Edmond H.
Bray, William M.
Brenner, Joseph

Brenton, Walter
Breslin, Frederick W.
Bress, Jerrold F.
Brickman, Hilliard
Bridges, William S.
Briele, Henry A.
Briggs, P. M.
Brickman, Allen G.
Brill, Maurice Erwin
Brill, Michael M.
Bringenberg, John G.
Brining, Benton
Brinkley, Guy O.
Brinkmann, Fred E.
Brinsfield, Wm. S.
Briody, Elizabeth M.
Bristow, Wm. Brooks
Britcher, Frank N.
Broadbelt, J. Edw.
Brocani, Francis J.
Brodie, Stanley Alan
Brodsky, E. M.
Broe, James A.
Brooks, Florence G.
Brooks, George R.
Brooks, Louis
Browdy, Emanuel
Brown, Chas. Wesley
Brown, David N.
Brown, Douglas W.
Brown, Harold K.
Brown, Joseph K.
Brown, J. W.
Brown, Lewis L., Jr.
Brown, Sidney J.
Brown, Samuel
Brown, Thomas C.
Brownstein, H. S.
Brownstein, Milton J.
Brune, Richard C.
Brunner, George L.
Brunier, George F.
Brunnett, William L.
Bryan, Carroll L.
Bryan, Ralph H.
Budacz, Frank M.
Budacz, P. Thomas
Buchanan, G. Hayes
Buck, Robert L.
Buckman, Frank W.
Bunting, George A.
Buongiorno, Ernest
Buppert, Hobart C.
Burgee, Sydney L., Jr.
Burgess, Samuel
Burgess, Ella N.
Burka, Leon H.
Burke, George J.
Burke, John V.
Burke, Lawrence A.
Burkholder, Ralph E.
Burnett, Benjamin E.
Burns, Herbert J., Jr.
Burros, Stanton
Burrows, Roscoe T.
Burrows, Dudley A.
Burriss, Morris
Burton, Ed. Thomas
Buschman, W. G.
Butler, F. J.
Butler, Henry Milton
Butler, J. E.
Butler, Maybelle L.
Butsch, John L.
Butt, Frederick D.
Buxton, G. F.
Byers, M. L.

C

Cahn, Albert M.
Caldwell, Eben S.
Caldwell, John R.
Caldwell, Lee A.
Call, Tracey Gillette
Callan, H.
Calmen, Elmon H.
Cameron, Simon H.H.
Campbell, Thomas W.
Campbell, Wm. D.
Cannon, William N.
Cansey, Henry D.
Caplan, Bernard S.
Caplan, Milton
Caplan, Clarence C.
Caplan, Clarice
Caplan, Robert M.
Capone, Guy
Carofano, Edward
Card, Nathan C.
Careney, Wm. F.
Carey, Alford R.
Carey, L. B.
Carleton, Henry L.
Carlin, Henry P.
Carmel, Joseph
Carnevale, Joseph A.
Carney, Harry G.
Carouge, Gilbert M.
Carouge, Wm., Jr.
Carr, Chas. Jelleff
Carroll, J. M.
Carson, James O.
Carson, William C.
Carter, Paul M.
Carter, Russell E.
Carton, Frieda
Caruso, Ugo F.
Carver, Dorothy Kent
Carver, Renzo S., Jr.
Casey, Patrick H.
Cassidy, Elizabeth C.
Catlett, Ollie Edwin
Cauffman, Edwin C.
Cavacos, Andrew T.
Cavallaro, Joseph W.
Celler, Maximilian
Celozzi, Matthew J.
Cermak, Bertha M.
Cermak, Jerome J.
Chack, Eli S.
Chack, Morton S.
Chagnon, Charles E.
Chalfont, Eugene E.
Chalk, James A., Sr.
Chance, Albert A.
Chandler, N. W.
Chandler, W. Willard
Chankin, Norman
Chapman, C. B.
Cherricks, Robt. V.
Chatlin, Gerald M.
Chatkin, Robert
Chavous, Clarence N.
Checcone, Gene L.
Cherry, Bernard
Chertkof, Freida
Chertkoff, Marvin J.
Cheslow, Nathan L.
Chick, Stephen
Chidester, Clay C.
Chilcoat, George O.
Chipley, Albert Lee
Chipley, C. E.
Chodnicki, Marion R.
Chow, Jean
Christopher, Joseph
Chupnick, David
Chyatte, Eli Isaac
Citrenbaum, Morris
Claire, S. S.
Claney, William J.
Clapp, Clarence
Clark, Frank Black
Clark, William A.
Clarke, David C.
Clarke, Sister Mary Carmel
Clarke, Thomas, Jr.
Clay, William H.
Claybaugh, Springer
Clayman, David S.
Clayton, Guy W.
Clements, Francis J.
Clements, John Wm.

Clerget, Lyle L.
Cline, Harvey E.
Clyman, Sidney Gary
Coakley, Andrew J.
Cobots, Jeanette
Cockey, Charles
Codd, Francis I.
Coffman, Chas. W.
Cohan, Nath. Tolbert
Cohen, Abraham N.
Cohen, Archie R.
Cohen, Benjamin
Cohen, Bernard C.
Cohen, Bernard I.
Cohen, Bernard J.
Cohen, Estelle G.
Cohen, Gilbert
Cohen, Harry C.
Cohen, Harry I.
Cohen, Harry J.
Cohen, Hershel
Cohen, Irvin J.
Cohen, Irving
Cohen, Irving Isadore
Cohen, Isador M.
Cohen, Isidore
Cohen, Jacob
Cohen, Joseph
Cohen, Joseph W.
Cohen, Jules
Cohen, Lawrence J.
Cohen, Louis James
Cohen, Maurice D.
Cohen, Max Hurston
Cohen, Morton B.
Cohen, Philip
Cohen, Ronald A.
Cohen, Samuel
Cohen, Samuel
Cohen, Samuel C.
Cohen, Samuel H.
Cohn, Alexander
Cohn, Harry R.
Cohn, Melvin
Cohn, Nathan
Colborn, Geo. W., Jr.
Colclough, John J
Cole, B. Olive
Cole, S. Charles
Coleman, Mary Ann
Coleberg, Carl L.
Coleman. W. S. E.
Collier, George R.
Collier, Levin D.
Collier, Levin D., Jr.
Collins, C. W.
Collins, Clarence E.
Collins, Ernest W.
Collins, Hugh Fenton
Colston, Richard J.
Colucci, Nicholas Jos.
Colvin, Ralph
Combs, Joseph L., Jr.
Comegys, N.
Comer, Bernard V.
Connelly, Mary W.
Conner, Ashley P.
Connor, Edwin A.
Connor, William J.
Conrad, Chas. T., Jr.
Conrad, Marlene E.
Conradi, L. E.
Conroy, T. L.
Conway, George W.
Constantine, Chris G.
Contarsy, Simon
Cook, Frank E.
Cook, Herbert Clark
Cooley, William A.
Cooper, Abraham S.
Cooper, H. H., Jr.
Cooper, Howard E.
Cooper, James
Cooper, June Craven
Cooper, Morris
Cooper, Samuel J.
Copeland, Harry T.
Cooper, Nathan N.
Coplin, Louis I.
Corbin, L. Carroll
Corbin, Howard
Corbin, James L.
Corkle, Donald B.
Corn, Charles
Cornblatt, Edmond A.
Cornell, Fred. B., Jr.
Corrick, Lester S.
Cotlin, Joseph A.
Cottel, Joyce Adair
Cotter, Charles J.
Cousins, Walter H.
Covington, George W.
Cox, George T., Jr.
Cox, Percy P.
Cragg. James P., Jr.
Craig, B. H.
Craig, Charles P.
Craig, L. B.
Crandall, Chas. R.
Crane, Frank T.
Crane, Richard R.
Creamer, John J.
Creswell, Lee D.
Crispens, Gordon M.
Crispens, Warren E.
Crocamo, Ralph J.
Crofton, Wilbur E.
Cronehardt, J. C.
Cross, John Milton
Crowell, Thomas A.
Crunkleton, Chas. L.
Crystal, Howard
Cummings, Maurice
Cunzeman, John LeR., Jr.
Currey, Tracey A.
Currier, Calona Dail
Curtis, Alfred Duane
Custis, Daniel P.
Custis, Harry J., Jr.
Cwalina, Gustav E.
Czapiewski, Eugene
Czekaj, Leo M.

D

D'Adamo, Pasquale J.
Dagold, Donald J.
Daily, Louis J. E.
Daily, Martin A.
Daley, Wm. J., Jr.
Dalgarn, Ira N.
Dalinsky, Harry A.
Dalton, John F.
Damazo, Herbert S.
Damico, Samuel
Dammeyer, C. F. W.
Dannettel, Frank E.
Danoff, Abe
Danziger, David Gerd
Darlington, R. G.
Daubon, Ramon L.
David, Alphonse S.
David, Irvin
Davidov, Benjamin
Davidov, Hyman
Davidov, Louis
Davidov, Samuel
Davidov, Vivian S.
Davidson, Meyer
Davidson, Saul David
Davies, Burton T.
Davies, Donald W.
Davis, Adam, Jr.
Davis, Alfred L.
Davis, Edwin B.
Davis, Eugene H.
Davis, George A.
Davis, George A., Jr.
Davis, J. Edward
Davis, Lee H.
Davis, Louis D.
Davis. Paul E., Jr.
Davis, Rebecca H.

Davis, S. S.
Davis, Samuel
Davis, Sydney V.
Davis, William B.
Dawes, Thorpe T.
Dawson, George R.
Dawson, Harold M.
Dawson, Leroy O.
Dawson, Thomas C.
Day, Harold Lewis
Dayton, LeRoy E.
Dean, Cloyd Chas.
Deans, John
Debnam, George R.
DeBoy, John Michael
Debus, Albert
Dechter, Gerald Y.
Deems, John T., Jr.
DeGele, George Oscar
DeJulio, Luigi
Delcher, C. Rodgers
Delgado, Frank A.
Del Vecchio, Frank
Demarest, Dudley A.
*Demarest, H. W.
Dembeck, Bern., Jr.
Dembeck, Walter D.
Dembiec, Walter J.
Dembo, Julius L.
Denhard, Frederick
Denhard, Fred
Denison, Macel M.
Denny, Lucy J.
Dent, F. J.
DeReeves, A. Eugene
Derickson, L. L., Jr.
Derr, Samuel
Derry, Harold T.
Devan, William
Dewing, Arthur A.M.
Dezenhall, Mervin B.
Diamond, Frank
Dickerson, Enoch W.
Dickinson, E. Newton
Dickinson, Harvey J.
Dickinson, James A.
Dickinson, William B.
Dickman, Arnold L.
Dickman, Hyman
Dickman, L. H.
Dickson, I. C.
Dickstein, Benjamin
Diener, Nelson G.
Diener, Samuel
Dietel, Hermon, Jr.
Dietrich, F. A.
Diering, W. L.
Dietrich, Jos. Wm.
Dichter, Jack C.
DiGiovine, John J.
DiGristine, Mary R.
Dinges, Frank C., Jr.
Dittrich, Theodore T.
Dittus, Richard H.
Doane, Allan H.
Dobson, H. Clay, Jr.
Dobropolski, A. J.
Dodd, Wm. Anthony
Dodson, C. M.
Dodson, Garland C.
Dolejs, Gerald T.
Dolgin, Daniel
Domsky, Bessie
Donahoe, Walter J. A.
Donaldson, John E.
Donato, Vincent F.
Donnet, John
Donohue, Frank J.
Doren, Gerald S.
Dorsch, Joseph U.
Dorsey, Frank
Dosch, Philip Paul
Doty, Elmer C.
Doty, Willard A.
Dou, A. M.
Doughrety, John H., Jr.
Douglas, J. Edward
Douglass, Dolores Z.
Dow, Harry
Downes, C. E.
Downs, Grant, Jr.
Downes, Samuel B.
Downey, Fred. W.
Downs, B. E.
Downs, C. D.
Doyle, John P.
Drapkin, Leon I.
Drennen, James H.
Driskill, R. Hayes
Drukman, Herman B.
Dudley, F. E., Jr.
Dudley, James W.
Dreizen, Sidney
Dreyer, Frederick, Jr.
Driscoll, Raymond F.
Dubner, Hillel
DuBois, Norman
Duda, Walter J.
Dudley, Helen S.
Dudley, N. S.
Dudley, S. C.
Duffey, Roger Wm.
Duffy, Arthur L.
Duffy, William T.
Dugan, Frederick P.
Dugan, Walter C.
Dukes, L. Reyner
Dull, Joseph E.
DuGoff, Albert M.
Dunbar, Ruth
Duncan, Chester A.
Dunkel, Lawrence
Dunker, Melvin F.W.
Dunn, Charles G.
Dunning, H. A. B.
Durding, Anna T.
Durding, B. T.
Durding, I. B.
Durm, Noel Elton
Dvorak, Geo. James
Dyott, William H.

E

Eagle, Philip T.
Eakle, Roy S.
Earhart, J. H. F.
Earle, Franklin W.
Eason, Frederick B.
Eberhardt, L. G.
Eckhardt, Henry
Edelen, James Adrian
Edell, Marvin L.
Edelstein, J. Horace
Edenfield, Charles H.
Edlavitch, Sam
Edmonds, Edmund H.
Edmunds, Irland
Edwards, Paul H.
Edwards, Victor R.
Edwards, William F.
Edwards, W. K.
Edwards, Stanley E.
Efros, Ida
Eger, W. M.
Ehudin, Herbert
Eichberg, Daniel M.
Eichelberger, H. L.
Eichelberger, M. F.
Eichert, Herbert
Eidelman, Nathan
Einbinder, Sylvan P.
Eise, Arthur H.
Eisen, Martin D.
Eisenberg, Edwin F.
Eisenberg, Harry H.
Eisenberg, Louis
Eisman, Morris J.
Elderdice, W. J.
Eldredge, William P.
Eldridge, Arthur C.

*Deceased

Eldridge, Warren P.
Elgin, Arthur G.
Elizondo, Cesar M.
Ellerin, Albert A.
Elliott, Mrs. C. V.
Elliott, T. C.
Ellis, Lawrence Cash
Elsberg, Milton L.
Elwyn, Harold M.
Emery, Roy Fred
Emison, James Mack
Emory, Thomas B.
Endo, Kikuo R.
Engberg, John Jos.
Engel, Ralph
Englander, C. W.
Enten, Harry
Enterline, Jo Anne S.
Epley, William
Epstein, Arnold
Epstein, Irwin B.
Ernst, Myrle P.
Ervin, J. Dallas
Eshleman, Joseph M.
Essers, C. W. A.
Estwick, Bertram M.
Esslinger, Edwin W.
Esslinger, Richard I.
Esslinger, Robert R.
Esterson, Nimrod E.
Etchinson, Garrett W.
Etzler, S. Alvin
Eubanks, John V.
Evald, Gunnar N. G.
Evans, Frank Barton
Evans, W. J.
Evans, W. Roland
Evans, M. J.
Ewell, A. Webster
Ewell, O. B. B.
Exler, Samuel H.
Eybs, Earl Francis
Eyler, Maurice E.

F

Fadgen, Michael J.
Fahrney, Frederick W.
Fahrney, G. Fred
Fainberg, Alvin Jay
Fainberg, Edward
Fairey, Edison A.
Falck, James Stanley
Farrow, Charles K.
Farrow, J. Harry
Faulkner, Ellis E.
Fauss, Albert L., Jr.
Fazenbaker, Ed. A.
Fedder, Donald O.
Fedder, Eli
Federman, R. H.
Fee, George Thomas
Fee, John Samuel
Fehler, Alfred
Fehsenfeld, H. W.
Feingold, Charles
Feinstein, Bernard S.
Feinstein, Isadore
Feit, Leon
Feldman, Charles W.
Feldman, David
Feldman, Edward
Feldman, Herbert
Feldman, Jack
Feldman, Leon H.
Feldman, Milton
Feldman, Milton H.
Feldman, Morris
Felicetti, Dominic
Felsenberg, S. Z.
Felts, Robert L.
Fennell, Theresa I.
Feret, Julius W.
Ferguson, F. P.
Ferguson, Lebrow W.
Ferrante, D. A.
Fernsner, L. G.
Ferrin, Victor W.
Fertick, Albert A.
Fibus, David
Fields, Thomas E. R.
Fields, W. C.
Fiery, Frank P.
Fiery, Max J.
Fine, Ann Sue B.
Fine, Jerome L.
Fine, Morris A.
Fineman, Bill L.
Fineman, Jerome
Fink, Ellwood
Fink, Francis T.
Fink, Irvin
Fink, James A.
Finkelstein, Karl H.
Finney, Harriet Bell
Firnbacher, Fred S.
Fischer, I. M., Jr.
Fischer, E. Hamilton
Fishbein, William
Fisher, Arthur
Fisher, Delphia F. Jr.
Fisher, Edward H.
Fisher, Joel N.
Fisher, Michael A.
Fisher, O. H.
Fisher, Philip E.
Fisher, William G.
Fitez, George R.
Fitzgerald, John L.
Fitzsimmons, M. J.
Fitzsimmons, Sister Agnes
Flayhart, Walter F.
Fleisher, Harry
Flescher, Julius
Fletcher, J. Paul
Flom, Carl Joseph
Flom, Charles
Flom, Sidney Herbert
Floyd, Melvin L.
Foer, Raymond
Foer, Robert
Foerster, Fred
Fogg, Frank Emil
Folckemmer, C. W.
Foley, Wm. Thomas
Folus, Irvin H.
Fonke, F. W.
Foose, Wilbur C.
Ford, Robert Stewart
Ford, Samuel W.
Forien, William F.
Forman, Leonard Q.
Forman, Robert R.
Forrest, Charles W.
Forsyth, Allan R.
Forsyth, James H. Jr.
Forsythe, Dr. Hugh
Foster, Carroll P.
Foster, Russel C.
Fountain, Bernard L.
Fountain, Harold J.
Foust, John C.
Fowler, Esther Ellen
Fowler, Ruth Marie
Fowler, Thomas J.
Fox, Abraham
Fox, Marshall H.
Fox, Samuel
Fox, Samuel L.
Fox, Will N.
Foxman, Marvin Jay
Fraase, Erwin E.
Frailey, William A.
Frame, Tom L.
Frames, John H.
Frampton, L. N.
Francik, Joseph
Frank, Milton M.
Frankle, Harold N.
Franklin, Eugene H.
Franklin, I. Y.
Franks, Dolores
Franzone, Francis
Franzoni, F. R. Jr.
Fraser, Stanley F.
Frazer, Robert B.
Frazier, L. G.
Freed, Israel
Freed, Mayer N.

Freedenberg, Marvin
Freedman, Leonard
Freedom, A. G.
Freedman, Albert
Freedman, Hannah
Freedman, Max
Freeman, Emanuel G.
Freeman, Maysville J.
Freeman, W. Perry
Freeman, W. St. J.
Freidson, Morris
Freiman, Harry H.
Freiman, Paul
Freiman, Joseph
Freitag, H. Homer
French, Wm. Henry
Frentz, Herman N.
Frey, Lewis Leslie
Fribush, Robert
Fribush, Sidney
Fried, Burton
Friedmann, Aaron J.
Friedman, Albert
Friedman, Albert J.
Friedman, Arnold M.
Friedman, Charles S.
Friedman, Gilbert I.
Friedman, Herbert
Friedman, Howard
Friedman, Irvin
Friedman, Jerome S.
Friedman, Julian M.
Friedman, Marvin A.
Friedman, Milton A.
Friedman, Nathan
Friedman, Nathan J.
Friedman, Samuel L.
Friedman, Saul B.
Friedman, Sheldon
Frierson, Ethan O.
Frieman, Jack
Friesen, Irvin A.
Frishberg, Kenneth
Frishman, Samuel E.
Frohman, Isaac
Frontera, Victoria R.
Frye, Wordley D.
Fuqua, Robert S.
Fuld, Manes E.
Fuller, Albert Irwin
Fulmer, Verne R.
Fulton, David H.
Furbee, Arza
Futeral, Nathaniel
Futrovsky, Charles

G

Gaber, Jerome
Gaboff, Benjamin
Gadol, Ellis
Gaetz, Edward F.
Gagne, Joseph
Gagnon, Henry J., Jr.
Gaine, Jerome
Gakenheimer, Albert C.
Gakenheimer, H. E.
Gakenheimer, W. C.
Gallagher, Chas. T.
Galloway, Louis E.
Galley, Roland P.
Galperin, Irving O.
Galt, Jennie E.
Gann, Jack
Ganter, Chas. J. H.
Garache, Joseph J.
Garden J. Harry
Gardner, C. W.
Gardner, Michael F.
Gardnier, Robert H.
Garfinkel, Meyer
Garner, Elliott Quinn
Garner, Sister Mary Florence
Garrison, Frederic
Garrott, E. Mortimer
Gates, Earl A.
Gass, Chas. B.
Gaver, Herman S.
Gaver, Paul G.
Gawthrop, Alfred J.
Gavlinski, John E.
Gearhart, James H.
Geber, Isidor J.
Geesey, Alton Luther
Gehring, Otto
Geiger, Edward B.
Geiger, George B.
Geist, Gene N.
Gelb, Edward
Gelblum, Samuel
Gellman, Paul
Gelman, Martin S.
Gelrud, Jack
Gendason, Harry B.
Gendason, Morris
Geoghegan, J. R., Jr.
George, Theodore
Gerber, David
Gergel, Stella F.
Gerlach, Alexander
German, J. W.
Gerstein, Charles
Geser, Alvin N.
Getka, Joseph F.
Getka, MiltonStanley
Gettleman, Harry
Getz, David B.
Giampietro, Vincent
Giannetto, Paul
Gibb, Thomas Edw.
Gibbs, Hiram H.
Gibbs, Jocelyn L.
Giffen, Robert C.
Gilbert, Theodore
Gilbertson, K. G.
Gildea, William J.
Giles, Emily Julia
Gilkeson, J. G.
Giller, Morris
Gillespir, Julian M.
Ginaitis, A. S.
Ginsberg, Samuel H.
Ginsberg, Benjamin
Ginsburg, B. H.
Ginsburg, Harry
Gissel, Elmer Andrew
Gitomer, Betty
Gitomer, David J.
Gitomer, Louis
Gittleson, Ralph L.
Gladstone, Charles F.
Glaeser, Henry J., Jr.
Glantz, Frank A.
Glascock, Arthur B.
Glaser, Abraham E.
Glaser, Louis Lester
Glass, Abraham L.
Glass, Julius Albert
Glass, Louis J.
Glassner, Frank
Gleiman, Irvin J.
Gleiman, Theodore
Glenn, William A.
Glenn, Matthew
Glennan, Harry E.
Glick, Harry
Glickman, Shirley M.
Glissmeyer, M H.
Glover, Douglas
Glover, Douglas D.
Gluck, Julius
Gluckstern, W. H.
Glushakow, Jacob
Goashgarian, Karekin
Goden, Stanley
Godfrey, John
Goldberg, Alvin
Goldberg, Harry Joel
Goldberg, Irving
Goldberg, Jack
Goldberg, Marvin B.
Goldberg, Marvin H.

Goldberg, Milton
Goldberg, Victor
Golden, Leon E.
Goldfeder, Harold M.
Goldin, Harold H.
Golditch, Henry M.
Goldman, Abram
Goldman, Benjamin
Goldman, Harold K.
Goldman, Louis C.
Goldsmith, A. R.
Goldsmith, Chester L.
Goldsmith, Fred E.
Goldsmith, Meyer
Goldstein, Albert
Goldstein, Burton J.
Goldstein, Eileen F.
Goldstein, Harold S.
Goldstein, Hyman
Goldstein, Isadore A.
Goldstein, Jack
Goldstein, Leon E.
Goldstein, Martin B.
Goldstein, Morris G.
Goldstein, Paul L.
Goldstein, Sam Alvin
Goldstein, Samuel W.
Goldstone, Herbert N.
Goodman, Daniel
Goodman, Howard
Goodman, Irvin
Goodman, Jerome E.
Goodman, Julius H.
Goodman, Leon
Goodman, Sylvan C.
Goodwill, Frank
Goran, Isadore
Gorban, Thomas
Gordon, Charles
Gordon, Joseph
Gordon, Jack B.
Gordon, Marvin
Gordon, Samuel
Gorfine, Bernard M.
Gordy, Howard Lee
Gottdiener, Elvin E.
Gottlieb, David M.
Gould, Clarendon L.
Gould, William M.
Gower, Earl F., Jr.
Grafius, Melba A.
Graham, Clarence D.
Graham, John A.
Graham, Joseph F.
Graham, Karl H.
Grant, Lawrence B.
Grant, Russell
Grau, Frank J.
Gray, James Herbert
Grebow, Aaron
Greco, Betty Jane H.
Greco, Salvatore J.
Green, Lyttleton S.
Green, Norman
Greenawalt, Wm. G.
Greenberg, Albert G.
Greenberg, Bertram
Greenberg, Harry
Greenberg, Harry L.
Greenberg, Harvey
Greenberg, Joseph
Greenberg, Leon
Greenberg, Morton
Greenberg, Paul R.
Greenberg, S. W.
Greenblatt, Max
Greene, Morton A.
Greenfeld, David D.
Greenfeld, Jacob H.
Greenfield, Charles
Greenlee, G. B., Jr.
Greenspan, Louis
Greif, Daniel
*Greif, Julius
Gresser, Isidor H.
Griesmer, Lloyd P.
Griffith, A. W.
Gregg, Thos. D.
Gregorek, Frank J.
Griggs, Walter G.
Grimm, Allen Orville
Groff, F. B.
Grogan, Francis A.
Grollman, Ellis
Grollman, Jaye J.
Gronert, Warren A.
Gross, Herbert S.
Gross, John Paul
Gross, Joseph B.
Gross, William
Grossman, Issac Wm.
Grossman, Benj. B.
Grote, Francis J.
Grothaus, David B. Jr.
Grove, Donald Cooper
Grubb, John E.
Grubbs, L. R.
Gruz, Nathan I.
Guild, Cecil E.
Gullett, David E. P.
Gumenick, Leonard
Gumm, Wilbur H., Jr.
Gump, Lyndon, J.
Gunby, Martin P.
Gunsallus, Jack Wm.
Gusman, Lawrence F.
Gutman, Isaac
Guy, John P.
Gwinn, Charles N.

H

Haack, Clifford W.
Haase, Charles A.
Haase, Frederick, R.
Haase, John Henry
Haberstroh, A. R.
Hack, Morris B.
Hackett, Angela Rose
Hackett, Emma
Hadley, Tom R.
Haelbig, Franz L. A.
Hafelfinger, Fred. T.
Hagan, Frank C., Jr.
Hagan, John C.
Hager, Geo. P., Jr.
Haith, J. W., Jr.
Hall, Edward T.
Hall, Frederick R.
Hall, Orlando G.
Hall, R. E. L.
Hall, William Walker
Haller, Harry N.
Halpern, Samuel M.
Hamback, Clifford I.
Hamberg, S. T.
Hamer, Marion S.
Hamill, James J.
Hamlin, K. E., Jr.
Hammer, Howell I.
Hammar, Vincent Coy
Hancock, Frank A.
Hancock, Herman F.
Handelman, Louis
Handelman, Mayer
Hankey, Lewis Carl
Hanks, C. Wm.
Hanks, C. W., Jr.
Hanna, William M.
Hansen, Herbert O.
Hansen, Herman F.
Hantman, Harry H.
Hantman, Irvin
Haransky, David J.
Harbaugh, Arthur C.
Harding, Albert W.
Hardy, Henry C.
Hare, Cliffard A., Jr.
Hargis, William J.
Harner, Joseph W.

*Deceased

Harman, George B.
Harman, Rice B.
Harman, Richard T.
Harmatz, Irving J.
Harmon, Carl M.
Harmanson, F. J.
Harnish, Robt. A., Sr.
Harper, Henry M.
Harper, William S.
Harris, Aaron
Harris, Morris
Harris, William S.
Harrison, Alice Emily
Harrison, John W.
Harrison, Philip W.
Harrison, William S.
Harrison, S. A. D.
Harrod, Howard M.
Hart, Jeremiah A.
Hart, Joseph
Hasenbalg, Ernest
Haskell, Marian
Hauer, Martin
Haugh, J. A.
Havranek, Robert E.
Hayes, Horace B.
Hayes, W. A., Jr.
Hayes, William B.
Haymaker, Frank B.
Hayman, Albin A.
Haynes, Marvin C.
Hayward, Luther B.
Hayward, Robert R.
Head, Wm. H. Jr.
Healy, Nathan S.
Heaps, Sprole W.
Heard, J. Mercer
Heck, Andrew
Heck, Leroy Savin
Hecker, David
Hecker, N. R.
Heer, Melvin L.
Heer, Wilmer J.
Heilman, Gerald J.
Hein, Henry F.
Heinritz, June R.
Helgert, Ernest
Helinski, Donald R.
Heller, John Michael
Heller, Lawrence G.
Heller, William M.
Helm, Emory G.
Helman, Max M.
Helmsen, Charles J.
Helmsen, Edward A.
Hempel, J. Frederick
Hendelberg, Isidore J.
Henderson, C. C. T.
Henderson, Chas. W.
Henderson, Ed. H.
Henderson, M. W.
Henderson, James A.
Henderson, U. K., Jr.
Hendin, Walter
Hendrix, Adlai M., Jr.
Heneson, Henry
Heneson, Irving J.
Henkel, Louis B., Jr.
Henning, Emil
Hensala, John David
Heritage, Harold G
Henretty, F. J.
Henry, Emmanuel
Henry, Joseph E.
Henry, Ralph A.
Henry, Robert J.
Hens, Leonard Louis
Hergenrather, Louis, 3rd
Herold, Francis X.
Herman, H. Guy
Hermon, David
Herr, John
Herron, Charles S.
Hershman, Abram S.
Hershner, John F.
Herskowetz, Clara D.
Herter, Arthur C.
Hertz, Charles L.
Hertz, Selig S.
Hertzlich, Abraham
Hertzlich, Leonard
Herwod, Hilda R.
Hess, Nicholas A.
Hettleman, Milton L.
Hewing, Ada C.
Heyman, Bernice
Hickey, W. Hampton
Higger, Samuel F.
Higgins, Joseph C.
Higgon, Ellery E.
Highfield, Wm. Henry
Highkin, Sidney
Highstein, Benjamin
Highstein, Gustav
Hihn, John B., Jr.
Highkin, Manuel K.
Hileman, Emmet A.
Hilinski, Irene Leona
Hill, Eric B.
Hill, H. Phillip, Jr.
Hill, William Caulk
*Hill, William David
Hilliard, Milton E.
Hillman, Abraham S.
Hillman, Albert
Hillman, Gilbert
Hillman, Milton L.
Hinton, Murray S.
Hirschowitz, R. J.
*Hitch, Norman R.
Hixon, W. D.
Hobensack, J. W.
Hocking, Harold J.
Hodge, William R.
Hoff, David
Hoffeld, Henry Wm.
Hoffman, Asher
Hoffman, Harry
Hoffman, Harry L.
Hoffman, Howard
Hoffman, Sylvan A.
Hoke, W. A. B.
Holden, J. Frederick
Holen, Mitzie M.
*Holland, J. Thomas
Hollander, Sidney
Hollander, Sol
Holliday, Thomas D.
Hollingsworth, Jos.
Holmes, Everett J.
Holt, Worthe S.
Holthaus, Robert W.
Holtschneider, D. W.
Homberg, Henry I.
Honkofsky, Jerome
Hood, Claude Black
Hoover, Lee F.
Hopkins, Carville B.
Hopkins, Charles H.
Hopkins, Donald
Hopkins, Harry B.
Hopkins, Howard C.
Hopkins, Murray L.
Horine, Amos M.
*Horn, Byron R.
Horn, Philip C.
Hornacek, A. T.
Horne, Peyton N.
Hornsby, Beverly K.
Hornung, Herman G.
Horwitz, Isadore
Horwitz, Lois S.
Housekeeper, P. B.
Houser, Jacob W.
Houston, R. Emmit
Howard, Henry
Howard, S. B.
Howell, John F.
Howison, Irene S.
Hoy, Robert G.
Huddleston, Roy C.
Hudgins, J. C.
Hudon, Joseph C. A.

*Deceased

Hudson, Hugh E.
Huffman, Rufus M.
Hughes, Thomas S.
Hughes, Walter C.
Hughes, W. M.
Hulla, Joseph J.
Hulshoff, William J.
Hunt, Wm. H.
Hunter, Calvin L.
Hurd, George W.
Hurwitz, Abraham B.
Huston, Chas. Reese
Hutchinson, Wm. J.
Hutto, George F.
Hyde, Harry C.
Hyman, Paul

I

Ichniowski, D. A. K.
Ichniowski, Wm. M.
Ijams, P. A.
Imber, Doris
Imbierowicz, R. R.
Inghram, Fred A.
Irizarry, Ramon L.
Irving, Bruce L.
Irwin, James F.
Irwin, John P.
Isaac, Elias Jos.
Isaacson, Charles
Isert, Charles H.
Itzoe, Andrew J.

J

Jackson, Charles C.
Jackson, Clifford P.
Jackson, John E.
Jackson, Marvin M.
Jackson, Walter V.
Jackson, William B., Jr.
Jackson, William J.
Jacobs, Corinne H.
Jacobs, Eugene
Jacobs, Harry
Jacobs, Louis
Jacobs, Warren H.
Jacobson, Lawrence
Jacobson, Samuel M.
Jaffe, Jonah J.
*Jamieson, Joseph D.
Jaminez, Lino J.
Jankiewicz, Alfred M.
Jankiewicz, Frank J.
Janousky, Nathan B.
Januszeski, Anna M.
Januszeski, F. J.
Japko, Albert M.
Jarosik, Emil, Jr.
Jarowski, Charles
Jarrett, W. R.
Jarvis, Charles L.
Jarvis, Harry C.
Jaslow, Morris M.
Jason, Lawrence
Jefferson, Elsie M.
Jenion, William R.
Jenkins, Edward
Jenkins, Milton O.
Jenkins, Arthur P.
Jenkins, Robert B.
Jeppi, Elizabeth V.
Jeppi, Samuel Patrick
Jernigan, John M., Jr.
Jernigan, Lane M.
Jester, J. Willard
Jester, Wilfred R.
Joffe, Albert
Johns, Basil P.
Johnson, Calvin E.
Johnson, Clyde G.
Johnson, Ernest Irvin
Johnson, Henry J.
Johnson, J. Hartley
Johnson, James Edw.
Johnson, James W., III
Johnson, James E.
Johnson, Jerome H.
Johnson, Jos. L.
Johnson, Jos. L., Jr.
Johnson, Kenneth B.
Johnson, Margaret E.
Johnson, Norman M.
Johnson, Orton A.
Johnson, Otis LeRoy
Johnson, Paul C.
Johnson, Ralph S.
Johnson, Warren L.
Johnson, Wm. Ray
Johnston, George
Johnston, Rosella R.
Jones, Amos A.
Jones, Arthur Wm.
Jones, Briggs C.
*Jones, Charles E.
Jones, C. Frank
Jones, Cyrus F.
Jones, Garrett S.
Jones, George A.
Jones, Harold B.
Jones, Harry Patton
Jones, Henry Alvan
Jones, H. Pryor
Jones, Howard B.
Jones, James A.
Jones, James E.
Jones, John Paul
Jones, Jos. Webster
Jones, Marvin H.
Jones, N. Howard
Jones, Paul
Jones, Philip W.
Jones, Pius H.
Jones, William B.
Jones, W. Franklin
Jongeward, Mathias
Jordan, Charles D.
Joseph, J. Gilbert
Joseph, LaRue V.
Joyce, Clarence G.
Judy, Francis L. G.
Judy, John N.
Jules, Bernard Chas.
Jung, J. G.

K

Kahan, Harvey
Kahanowitz, Milton
Kahn, Leon J.
Kahn, Maurice
Kahn, Morton
Kahn, Reuben
Kairis, Eleanor M.
Kairis, John Joseph
Kairis, Nancy Emily
Kaiser, Carl Arwid
Kaiser, Joseph A.
Kalb, Francis P.
Kalkreuth, Clyde N.
Kallelis, Theodore S.
Kallins, Edward S.
Kamanitz, Irvin L.
Kamenetz, Irvin
Kaminkow, Joseph
Kaminski, Felix H.
Kammer, D. A.
Kammer, Wm. H.
Kandel, Leonard E.
Kane, Joseph D.
Kanter, Abraham J.
Kantner, Leahmer M.
Kantorow, Gerald S.
Kappelman, Leroy F.
Karasik, William
Karlin, David
Karmann, George
Karmiol, Stanley B.
Karn, Philip R.
Karns, Harold T.

*Deceased

Karns, Hugh H.
Karpa, Isador
Karpa, Jerome J.
Karpa, Maurice
Karr, William S.
Karwacki, S. V.
Karwacki, Frank W.
Kasik, Frank T., Jr.
Kasten, C. F.
Kasten, Karl H.
Katcoff, Harold
Katz, Benj. R.
Katz, Burton Lee
Katz, Ely Sydney
Katz, Gabriel Elliott
Katz, Herbert A.
Katz, Joseph
Katz, Morton
Katz, Morton H.
Katzoff, Isaac
Kaufman, Jordan W.
Kaufman, Marion E.
Kaufman, Frank A.
Kaufman, Stanley L.
Kavanaugh, M. J.
Kaye, Harry
Kaye, Myles C.
Kaylus, Albert G.
Keagle, LeRoy Curtis
Kearfott, Clarence P.
Keehner, Raymond
Keech, Robert P.
Keefer, Hiram E.
Keenan, J. T. J.
Kehr, Erney C.
Keiter, Richard D.
Kellam, R. A.
Keller, Arvilla M.
Keller, C. V. deP., Jr.
Kellermann, W. D.
Kelley, Gordon Wm.
Kelley, Guy C.
Kellough, Chas. Irvin
Kellough, E. R., Jr.
Kellough, George W.
Kelly, Charles W.
Kelly, George Benner
Kelly, George L. M
Kelly, Liquori J.
Kelly, Robert J.
Kelly, Thomas J.
Kelly, Thos. J.
Kelly, M. P.
Kemble, Wm. Wayne
Kemp, Blanche L.
Kenley, W. E.
Kenner, Edwin A.
Kennard, James B.
Kenyon, George
Kern, Joseph
Kerpelman, Howard
Kerpelman, Isaac
Kerr, Thomas H.
Kerr, C. Raymond
Kershaw, Harry
Kesmodel, Chas. R.
Kessler, Marvin M.
Kessler, Morris L.
Kexel, LeRoy E.
Keyser, W. C. H., Jr
Kiefer, John W.
Kiefer, Ralph S.
Killeri, Anthony M.
Killpack, Don S.
Kilner, E. A.
Kimzey, Kritz J.
King, Gerald
King, Samuel J.
King, Melvin Leroy
King, William H.
King, W. P. M.
Kinkead, Chas. Wm.
Kinnamon, Harry A.
Kinsey, Raymond D.
Kirk, Catherine E.
Kirsen, Abraham
Kirson, A. Robert
Kirson, Jerome
Kirson, Walter
Kistner, Carl
Kitchin, W. Yager
Kitt, Melvin G.
Klatsky, Stanley A.
Klavens, Elmer
Klavens, Sidney R.
Kleczynski, T. C.
Klein, Benjamin F.
Klein, Howard
Klein, Solomon
Kleinbart, David J.
Kleinmann, Kurt
Klepfish, Milton A.
Klimen, Samuel E.
Kline, Bernard B.
Kline, Sidney
Kling, Herman M.
Klingaman, Claude R.
Klingelhofer, F. W.
Klotzman, Alfred
Klotzman, Robert H.
Knecht, Frederick
Knepper, Francis C.
Knorr, E. A.
Knowles, F. E.
Kobin, Benjamin
Koch, Ervin M.
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Koehlert, W. H.
Koenig, Frederick W.
Kogelschatz, J. W.
Kohlhepp, G. A., Jr.
Kokoski, Chas. J.
Kokoski, Robert J.
Kolb, George
Kolker, Frank Milton
Koldewey, T. W.
Koller, Elmer C., Jr.
Kolman, Lester N.
Kolman, M. Alfred
Kolman, Minnie F.
Konicov, Monte
Koon, Charles L.
Koons, George S.
Koplin, Arthur
Korb, Katherine
Kosakowski, C. G.
Kosmin, Marvin
Koustenis, Harry G.
Kouzel, Howard
Kouzel, Samuel I.
Krakower, Jacob
Krall, Joseph
Kram, W. P.
Kremer, Beryle Philip
Kramer, Bernard
Kramer, Edith A.
Kramer, Jack Louis
Kramer, Leonard H.
Kramer, Morris
Kramer, Morton D.
Kramer, Samuel E.
Kramer, Stanley H.
Kramer, Max T.
Krantz, John C.
Kratz, Frank P., III
Kratz, Walter E.
Kraus, Louis Henry
Kraus, Louis H., Jr.
Kraus, Richard Ed.
Kreamer, Frederick L.
Kreis, Edna E.
Kreis, George J.
Kreis, Geo. Jos., Jr.
Krieger, Benjamin
Krieger, Max A.
Kriger, Benj. Arthur
Kronenberg, Chas. H.
Kronthal, Jacob L.
Kroopnick, Frieda R.
Kroopnick, G. D.
Kroopnick, Jennie
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Krucoff, Maxwell A.
Krupnick, Ellis G.
Krusniewski, B. A.
Kuhn, Mark Joseph
Kull, Raymond C.

Kupfer, Alexander
Kurland. Louis J.
Kursvietis, A. J.
Kushner, Meyer G.
Kwash, Herbert

L

Lachman, Bernard B.
Lachman, Marvin M.
La Course, Anthony
LaFrance. F. A.
Laken, Benjamin B.
Lamb, Lewis Joseph
Lambdin, E. C., Jr.
Lambert, Paul W.
Lambrecht, F. A.
Lambros, D. S.
Lanahan, Wm. A.
Landau, Morris
Landon, J. A.
Lane. Edward M.
Laney, Charles O.
Lang, Louis William
Lang, Nicholas I.
Lang, W. F. C.
Lange, Walter
Langer, Charles
Langdon, Frank P.
Langston Jeffie G.
Lapin, Alfred R.
Lapin, Bernard J.
Laroque, E. J.
*Laroque, L. R.
Larrabee. Chas. Wm.
Lassahn, Norbert G.
Lassiter, John H.
Lathroum. Leo B.
Lathroum, Leo B., Jr.
Lathroum. R. T.
Latona, Salvator J.
Lauer, M. J.
Laufe, Harold A.
Laughlin, B. Frank
Laur, John J.
Lautenbach, Ferd.
Lavin, Bernard
Lavin Sol
Lawlor, Henry Wm.
Lawson, Alfred Munk
Lawson, Arnold
Lawson, Wilbert B.
Layden, William
Lazarick, Lillian G.
Lazarus, Leon Julius
Lazzaro, Samuel F.
Leatherman, A. G.
Leatherman, A.G., Jr.
Leavey, Herbert J.

Leavitt, Dean E.
LeBlanc, Theodore
Leboff, Solomon
Lebowitz, Harry
Lebson, David
Lebson, Hyman
Ledbetter, E. DeB.
Lee, Carroll B.
Lee, Claud D.
Lee, George Ernest
Lee, Warren Walter
Leeds, Harry F.
Leef, James Alnutt
Leffler, W. H.
LeGates, Ethel
Lehnert, Ernest C.
Lehr, Clarence G.
Lehr, Robert H.
Leibowitz, Benjamin
Leibowitz, Louis
Leiderman, S. E.
Leise, David
Leites, Blanche
Lemke, George
Lemler, Abraham A.
Lemler, Stephen M.
Lemmert, James E.
Lemons, Milton S.
Lennox, Williard J.
Lenz, William
Leonard, Helen A.
Leonard, Russell D.
Leonhardt, Carl O.
Leonhardt, Oscar F.
Lerman, Philip H.
Lerner, Sidney I.
Levenson, Julius V.
Levenson, Marvin M.
Levi, Ernest
Levicka, Vincent C.
Levie, Edward Joseph
Levier, Oscar H.
Levin, Benjamin
Levin, Benjamin S.
Levin, Bernard
Levin, Bernard
Levin, Daniel M.
Levin, David
Levin, Evelyn Shirley
Levin, Harold Joseph
Levin, Harold Paul
Levin, Harry
Levin, Haskell
Levin, Israel
Levin, Jacob Benny
Levin, Joseph L.
Levin, Leon Phillip
Levin, Max
Levin, Morton
Levin, Nathan

Levin, Norman
Levin, Norman Jack
Levin, Philip
Levin, Richard L.
Levin, Sam Barry
Levin, Stanley W.
Levin, Theodore
Levine, Jay E.
Levine, Lester
Levine, Milton
Levine, Morris
Levine, Phillip Julian
Levins, Arnold I.
Levinson, Henry
Levinson, Paul
Levy, Abraham M.
Levy, Bernard
Levy, David A.
Levy, Donald
Levy, Frank F.
Levy, Irving
Levy, M. Zachary
Levy, Melvin
Levy, Walter von S.
Lewine, Donald S.
Lewis, F. Harold
Lewis, Harry C.
Lewis, T. B., Jr.
Leyko, Gregory W. A.
Libowitz, Aaron M.
Lichtenstein, Ivan I.
Lichtenstein, Harold
Lichter, George
Lichter, Raymond
Lichtman, Albert
Lichtman, Harry S.
Lieb, Frank J.
Lieberman, L. L.
Lifschitz, Amiram
Lightner, Earl H.
Liken, Russell B.
Lillich, B. Allen
Linahan, Charles
Lindeman, Philip D.
Lindenbaum, Albert
Lindenbaum, Louis
Lindenbaum, Morris
Linderberger, John E.
Linsineier, Joseph C.
Lipkey, Nancy M.
Lippman, Morton
Lippold, Frank
Lipskey, Joseph
Lipsky, Harold H.
Lipsky, Irvin N.
Liptz, Alvin E.
Lisk, D. Clyde
Liss, Nathan Isaic
Lister, Charlotte Z.

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Litman, Albert
Little, John Milton
Little, Robert S.
Little, W. R.
Litvin, Sidney B.
Lloyd, C. C.
Lloyd, F. J.
Lloyd, W. H.
Loftus, John
Lombard, Nicholas T.
Lohmeyer, Lloyd W.
London, Samuel
Longenecker, J. K.
Looney, Ernest W.
Lotterer, Robert A.
Lotz, Emma Grace
Lovell, Herbert E.
Lowe, Carroll A.
Lowry, Raymond J.
Lowry, William John
Lubin, Raymond A.
Lucas, Alfred W.
Lucas, Mary C.
Lucas, Samuel M.
Luck, Charles A.
Luck, William M.
Ludwig, Andrew F.
Luke, Harry L.
Luley, Charles Ed.
Lum, Max Robert
Lupin, Irwin Morton
Lusby, Gretchen M.
Lusco, S. Vincent
Lutz, John G.
Lutz, Robert E.
Lutzky, Joseph
Lyden, Edward E., Jr.
Lyle, W. L.
Lykos, Nicholas C.
Lynn, Norman Bruce
Lyon, Andrew T.
Lyon, Geo. Taylor
Lyon, James H.
Lyons, Elmer C.

M

MacGillivray, Gordon
Macek, Bernard F.
Macek, Frank J.
Macek, Walter P.
Maciulla, James Louis
Maciulla, S. V.
Mackey, James Q.
Mackowiak, S. C.
Macks, Ben Harold
Maczis, William J.
Magaziner, Frederick
Magid, Louis
Maggio, A. J., Jr.
Magiros, John Geo.
Main, Clinton E.
Maisel, Joseph B.
Maisenholder, E. C.
Malanowski, B. C.
Malick, Richard W.
Malone, Wm. W.
Manchey, L. Lavan
Mandel, Howard E.
Mandelblatt, Allen E.
Mandrow, Mary Anna
Manheimer, R. B.
Mankin, G. T.
Mann, Ruffin N.
Mancuso, Walter E.
Mantley, Frank B.
Marciniak, Edw. S.
Marcus, Max
Marek, Anton Charles
Margolis, Isidore
Marinelli, Carroll P.
Markin, Edward A.
Markin, Samuel
Markley, Edward B.
Marks, Sidney I.
Marley, Benj. C., Jr.
Marmor, Joseph P.
Marsh, Jack C.
Marshall, Barbara I.
Marshall, Charles M.
Marshall, S. Fred
Marshall, Sylvester K.
Martello, Herbert A.
Marten, George L.
Martin, Alfred Leroy
Martin, Frank G.
Martin, Harry C.
Martin, Lester Ross
Martin, Richard E.
Martin, Robert J.
Martinez, Nellie E. S.
Mary, Nolasco
Maser, Louis
Massell, Aaron A.
Maseth, Earle George
Maseth, William E.
Mashkes, Morris
Mask, Jerome
Mason, John T.
Mason, John Wm.
Massing, David
Massing, E. Wolfe
Matelis, Olga P.
Mathers, Audrey J.
Mathews, H. Spencer
Mathews, Emory H.
Matta, Joseph Edw.
Matthews, Vincent S.
Matthews, Vincent W.
Mattingly, Daniel J.
Mattocks, A. McL. Jr.
Mattox, William M.
May, Howard J.
Mayberry, Edgar B.
Mayer, J. L.
Mayer, Alexander M.
Mayer, Maurice V.
Mazer, Harold H.
McAllister, Benjamin
McAllister, Benj., Jr.
McDougall, Bernard C.
McAvoy, Michael J.
McCagh, Edward T.
McCagh, F. L., Jr.
McCall, George B.
McCambridge, Joseph
McCann, Thos. J. Jr.
McCann, Walter I.
McCarthy, Daniel F.
McCarthy, John L.
McCartney, Frank L.
McCauley, Wm. F.
McClerry, Claud R.
McClincy, Stanley
McCohn, Sister
McComas, J. R., Jr.
McConnell, Dufferin
McCormick, Chas. E.
McCormick, G. C.
McCoy, J. K., Jr.
McDonald, C. L.
McDonald, Thos. L.
McDougall, Bernard
McDonnell, Patrick J.
McDuffie, George E.
McElwee, Ross S.
McGarry, Charles E.
McGinn, Henry P.
McGinity, F. Rowland
McGraw, E. J.
McGuire, Thomas H.
McIndoe, John G.
McKellip, John
McKenzie, H. C.
McKew, Thomas H.
McKinley, James D., Jr.
McKirgan, John L.
McKirney, Wm. M.
McKnight, Vernon H.

McLarty, Geo. C., Jr.
McLean, I. William
McMahon, Michael J.
McManus, Daniel A.
McMichael, James E.
McNally, Hugh B.
McNamara, B. P.
McShann, Mansell H.
McTeague, Charles J.
McWilliams, Lester
Meadows, Clement J.
Meadows, George W.
Meagher, Harry R.
Mears, Chase K.
Mears, Frank D.
Mears, Lee K.
Meeth, John T.
Megaw, Herschel
Meiser, Edward T.
Meiss, William S.
Meikle, J. D.
Mellor, Benjamin, Jr.
Mendelsohn, Daniel
Mendelsohn, Max L.
Mendelsohn, Ronald E.
Mendelson, Herman
Menke, M. A.
Mentis, Anthony P.
Mentzer, John R., Jr.
Mercer, Victor G.
Meresicky, Ralph J.
Mercier, M. W., Jr.
Merdinyan, E. F.
Merkel, Henry
Mermelstein, D. H.
Merritt, J. Webster
Merritt, Samuel H.
Merryman, Geo. W.
Mersky, Milton
Mersky, Morris S.
Merwitz, Stanley J.
Meserve, John Chas.
Mess, Sister Mary Adamar
Messersmith, E. J.
Messina, Julius A.
Metheny, Carl Melvin
Metz, Hermann F.
Metz, Richard A., III
Mewhirter, Harry D.
Meyer, Geo. W. A.
Meyer, William J.
Meyers, Albert Temin
Meyers, Irwin E.
Meyers, Jacob Sholom
Meyers, Louis Lear
Meyers, Macy Herbert
Michael, Lucus A.
Michael, Marvin E.
Michaels, Albert
*Michel, George Chas.
Michel, John Vernon
Michell, Herman
Miden Julian I.
Mikules, Alex. H.
Milgram, Samuel
Millard, Ruth
Millenson, Irving
Miller, Abraham
Miller, Alvin B.
Miller, Charles W.
Miller David
Miller. Edward
Miller, George A.
Miller. George P.
Miller, Harold C.
Miller, Harry
Miller, Israel M.
Miller, Irving W.
Miller, Lawrence L.
Miller, Lewis
Miller, Manuel
Miller, Milton
Miller, Myron
Miller, Nathaniel A.
Miller, Olga Jonkus
Miller, Reuben
Miller, Richard A.
Miller, Solomon
Miller, T. A.
Miller, William F.
Milio, Frank R.
Milman, Harry
Millman, Philip H.
Mills, Fred W.
Mills, Howard D.
Mills, Robert S., Jr.
Minaker Irwin
Mindell, Charles
Minder, Frederick
Miner, Richard Leo
Misler, Bernard
Mitchell, Joseph P.
Mitchell, Robert L.
Mirvis, Julius
Mobley, L. R.
Mobley, Walter B.
Modena, Charles E.
Mohr, Milton E.
Moler, Robert K.
Molli, Louis J.
Monahan, A. M. S.
Mondell, Harold D.
Monroe, Henry C.
Mooney Iole R. M.
Moore, Charles W.
Moore, G. Richard
Moore, John L.
Moore, Theodore C.
Moorehead. F. E.
Moose, Gurley Davis
Moose, Walter Lee
Morgan, Alfred K.
Morgan, Joseph H.
Morganstern, William
Morgenroth, Hans
Morgenroth, V. H., Jr.
Morgenstern, Emma
Morgenstern, Wm. A.
Morris, Barbara M.
Moritz, William E.
Morris, Eugene G.
Morris, I. J. V.
Morris, Irving M.
Morris, Samuel
Morris, Martin H.
Morrison, Clarence H.
Morrison, W. B.
Morstein, R. M.
Morton, John Earl
Moscariello, Frank M.
Moscati, Adrian P.
Moscati, Marius A.
Mosely, Omar, H., Jr.
Moses, Benjamin B.
Moser, John, Jr.
Moskey, Thomas A. Jr.
Moss, Arnold
Moss, John H.
Mossell, Aaron A.
Moshenberg, William
Mossop, Carrie G.
Mouat, Gordon A.
Moxley, R. B.
Moyer, Walter
Moyers, C. W.
Moylan, Robert L.
Mrazek, Leo L.
Muchnick, David S.
Muehlhause, Ruth V.
Mueller, Edward L.
Muench, Genevieve J.
Muldoon, Ralph V.
Mules, Nathan C.
Mulhall, Francis J., Jr.
Mullen, Charles L.
Munzert, Harry J. F.
Munzert, L. A. G.
Mupsik, Herman M.
Murdock, Loyall Edw.
Murphy, Edwin C.
Murphy, Jerome E.
Murphy, John M.
Murphy, Marie M.
Murphy, J. Robert

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Musacchio, Leo M.
Muse, Alexander E.
Musgrave, D. E.
Musgrove, Walter G.
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Muskatt, Edith
Mutch, Richard John
Mutchnik, Melvin
Myerovitz, Joseph R.
Myers, Bernard
Myers, Beverly S.
Myers, Charles
Myers, Ellis B.
Myers, Irvin L.
Myers, Lyndon B.
Myers, Morton
Myers, Richard Earl
Myers, Robert I.

N

Naiditch, Morton E.
*Nance, Fuller
Naplachowski, S. A.
Narunsky, Reuben
Nash, Donald M.
Nave, Jackson M.
Neary, Thos. F., Jr.
Neely, Herron
Neis, Arnold Howard
Nelson, Augustus W.
Nelson, Robert B.
Nelson, William G.
Nemerow, Martin W.
Neubauer, Clarence G.
Neumann, Jos. James
Neumann, Walter P.
Neumeyer, John L.
Neutze, John F.
New, John Robert
Newhouse, Stanley R.
Newman, Albert M.
Newman, David
Newman, Leon M.
Newman, Martin D.
Niefeld, Herbert
Nierman, Robert F.
Niss, Israel
Nitsch, Charles A.
Niznik, Paul Vincent
Niznik, Theodore T.
Noel, Harriett Ruth
Noelle, Charles
Noland, Charles E.
Noll, Frank Morgal
Noll, Violet B.
Nollau, Elmer W.
Nordman, H.
Norris, Earl M.
Norris, Paul Edmund
Norris, Walter B.
Norton, Anna Cover
Norton, Gerald Lewis
Nosal, Pauline Ann
Noveck, Irvin
Noveck, Morris
Noveck, Nathan
Novey, Sam
Novick, Bernard
Nowick, Sidney G.
Nunan, Sister Mary B.
Nusinow, Samuel

O

O'Brien, John W.
O'Brien, William C.
O'Dea, James M.
Odian, Alice
O'Donnell, Francis J.
Oed, Marvin LeR.
Offutt, Clifford H.
Offutt, R. H.
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Ogurick, Alexander
O'Hara, John James
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Ohly, Robert Wayne
Okrasinski, Joseph L.
Oken, Jack
Oken, Louis E.
Oldham, Walter F.
Oleszczuk, Melvin J.
Olsan, Frank
O'Neal, John Leonard
O'Neil, Jennie A.
O'Neill, Lawrence J.
Onnen, Adolph C.
Onnen, Arnold M.
Onnen, E. F.
Orlind, Harry
Orloff, Milton
Orr, William Hugh
Ortt, James Bryan
Orzel, Rita Adele
Oshry, Faga P.
Osburn, Darris M.
Oshinsky, Sol
Oster, Walter F.
Ostrow, Milton
Otto, Frederick A.
Ouellette, Philip A.
Overholt, W. F.
Owens, Bennie G.
Owens, R. Hamilton
Oxman, Meyer

P

Packett, William H.
Padousis, John
Padussis, Anthony G.
Pagan-Colon, Rafael Angel
Paidakovich, M. J.
Palder, Edward L.
Palmer, J. C.
Palmer, Mathias
Panamarow, Stephen
Pannill, William E.
Pape, Harry S.
Parelhoff, Maurice I.
Papiermeister, Joseph
Parisky, Bernard H.
Parker, Howard E.
Parker, Jas. A. I.
Parker, John G.
Parker, Katherine J.
Parker, Laura
Parker, Muriel E. N.
Parker, Richard Dale
Parks, Isadore J.
Parlade, J. A.
Parlett, George D.
Parr, Oscar C.
Parr, William A.
Parramore, W. VanV.
*Parrish, Paul T.
Parson, Benjamin
Pasco, Louis Edward
Pass, Isidore
Pass, Victor Earl
Passaro, Edward J.
Pasterfield, Philip M.
Pasterfield, Wm. T.
Pate, William A.
Patlen, Irving
Patrick, Albert John
Patrick, Thomas Ed.
Pats, Albert
Pats, Sidney
Patterson, Walter J.
Paul, Daniel A.
Paul, Frank Ronald
Paul, Harry Jacob
Paul, Howard
Paulson, Aaron Ariel
Paulson, David
Paxson, George W.
Paxson, Robert L.
Paxton, Poague R.
Payne, Harry
Payne, Thomas M.
Pazdera, Frank J.
Pearlman, Albert
Pearlman, David
Pearlman, William L
Pearlstein, Philip

*Deceased

Pearrell, Ernest H.
Pearson, Sarah B.
Pearson, Silas H.
Pecarsky, Seymour
Pelovitz, Nathan G.
Pemsel, E. Robert
Pentz, R. L.
Perel, Max
Peskin, David
Peterka, Albert A.
Peters, Albertus B.
Peters, Charles R.
Petralia, Anthony J.
Petticord, Webster B.
Pettit, Bernard A.
Petty, Huie Wilbert
Petzold, Robert T.
Pfaff, Virginia W.
Pfeifer, Charles M.
Pfeifer, Charles, Jr.
Pfeifer, Edward
Phelps, R. Gorman
Phillips, Emerson C.
Picha, Frank
Pickett, Benjamin F.
Pierce, J. W.
Pierce, Robert R.
Pierson, Clarence H.
Pietri, Margarita O.
Pigott, C. D.
Pilson, Robert A.
Pilson, Robert W.
Pinerman, Jerome
Pinsky, Herman H.
Pippig, Howard A., Jr.
Piquett, Maude B.
Piraino, Vincent J.
Pivec, John James
Pivo, Robert
Plank, Donald J.
Plank, John McNeil
Plassnig, Edwin
Platt, Marvin S.
Platt, William
Plotkin, Herbert
Plotkin, Richard D.
Plotner, William C.
Plumley, R. Walter
Plovsky, Nathan L.
Podoksik, Hyman B.
Poffenberger, H. L.
Poggi, Gabriel J. L.
Poisal, J. W.
Poklis, Alphonse
Polin, Ralph R.
Polk, Hamilton R.
Pollekoff, Jacob
Pollekoff, Sheldon E.
Polekoff, Morris
Pollock, William
Pollack, Melvin M.
Pollack, Morton L.
Polonsky, Murray
Poltilove, Geo. J.
Poltilove, Harvey G.
Pomerantz, L. H.
Popluder, Nathan
Porembsky, Joseph
Portney, Samuel
Porterfield, R. S.
Portoghese, P. S.
Posin, Benjamin W.
Potash, Oscar
Potocki, Peter Paul
Potts, Gifford L.
Potts, H. L.
Powell, F. Lee
Powell, Monte L.
Powers, Julian T.
Poznysz, Edward L.
Prag, Jules Benge
Pratt, Charles A.
*Pressman, Harry
Pressman, I. M.
Preston, Bern. J., Jr.
Price, Carroll F.
Price, Charles P.
Price, Walter C.
Pritzker, Sherman D.
Pross, Clarence
Pross, Ferdinand, Jr.
Prostic, Albert
Prostic, Harry
Proudfoot, R. E.
Provenza, Stephen J.
Provost, F. T.
Pruce, Alfred Albert
Pruce, Irving M.
Pruss, Thaddeus P.
Pryor, W. A.
Pucklis, Frank S.
Pugatsky, David
Pumpian, Paul A.
Purdum, Frank L.
Purdum, H. D.
Purdum, William A.
Pycha, Richard J.

Q

Quarles, Ralph T.
Quasney, Emil, Jr.
Quen, Edward Marc
Quvedo, de Carlos G.

R

Raap, Irvin Leonard
Rabinowitz, I. W.
Racusin, Nathan
Raedy, John Henry
Raffel, Leon
Ragains, Fred Perry
*Ragland, Thomas E.
Raichlen, Isador
Raichlen, Samuel I.
Raney, John W.
Ranfone, Charles
Rankin, Billy Frank
Rapaport, G. H.
Rapoport, Leonard
Rappaport, Marvin
Rasinsky, Milton
Raudonis, John A.
Rauschenbach, C. W.
Rausen, Joseph
Ravita, Salvatore J.
Rawe, Charles E.
Rawlins, Mildred A.C.
Raylman, Robert C.
Reamer, Israel T.
Reamer, Sidney H.
Redden, Charles H.
Reed, C. H., Jr.
Reed, Clyde Eugene
Reed, Jackson S. R.
Reese, C. Clifford
Reese, Charles C.
Reese, Harry Eugene
Reese, Kenneth A.
Regimenti, Vincent J.
Rehbein, Louis W.
Reichert, LeRoy D.
Reir, Hilary H.
Reindollar, Wm. F.
Reinhardt, O. M.
Reinhardt, R. L.
Reid, Hilary H.
Reisch, Milton
Reiser, Arnold J.
Reiser, Earl
Reiter, Arthur Paul
Reiter, Saul
Reitz, J. J.
Rench, Victor B.
Rendel, Morris
Resnick, Elton
Restaino, F. A.
Rettaliata, Leo
Reynolds, A. C.
Reynolds, Bradley A.
Reynolds, C. E., Jr.
Reynolds, Ralph E.
Rezek, Geo. Jaroslav
Reznek, Paul
Rhode, John George
Rhodey, Charles L.

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*Deceased

Ribeiro, Robert E.
Rice, Leonard M.
Rice, Howard S.
Ricedorff, Edwin M.
Rich, Frank R.
Richards, Kenneth O.
Richardson, C. G.
Richardson, C. T.
Richardson, G. A.
Richardson, James J.
Richardson, Lloyd N.
Richardson, Wm. H.
Richardson, V. M.
Richman, Emanuel
Richman, Jacob L.
Richman, Philip F.
Richmond, Jerome
Richmond, Samuel
Richmond, Sewell E.
Richter, Wm. A.
Riedel, Walter K.
Riggin, Rex
Riggs, John A.
Riley, Marie Theresa
Ringgold, B. C.
Rinker, Lemuel H., Jr.
Ripley, Albert B.
Ritter, Ross W., Jr.
Rizer, R. L.
Robbins, Gaythel S.
Robbins, Sam S.
Robeck, Walter H.
Robenson, Milton N.
Robert, Rafael
Robert, W. H., Jr.
Roberts, William P.
Robertson, F. W.
Robertson, W. F.
Robins, Leon Israel
Robinson, Albert J.
Robinson, Joseph T.
Robinson, Maurita
Robinson, Oliver P.
Robinson, P. P.
Robinson, R. C. V.
Robinson, Robert
Robinson, S. E.
Robl, Mary J. K.
Rochester, Harry L.
Rockman, Morris
Roddick, Wilkin M.
Rodbell, Theodore E.
Rodgers, Sister Scholastica
Rodman, Leon
Rodman, Morris
Rodney, George
Rodowskas, C. A.
Roe, Thomas E.
Rofsky, Howard E.
Rogers, Harold L.
Rohoblt, Walter S.
Romanoff, Samuel A.
Rombro, David M.
Rooss, Robert V.
Rosario, Carlos del
Rose, Jonas
Rose, Louis
Rose, Shep K.
Rose, Wm. Wilson
Rosen, Donald Merle
Rosen, Sam
Rosenbach, Hans J.
Rosenberg, Leon
Rosenberg, B. R.
Rosenberg, Joseph J.
Rosenberg, Milton B.
Rosenberg, Morris
Rosenberg, Reuben
Rosenberg, Robert
Rosenbloom, Jack H.
Rosenfeld, Albert
Rosenfeld, David H
Rosenfeld, Israel A.
Rosenstadt, Aaron
Rosenstein, Aaron
Rosenstein, Harry B
Rosenthal, Alvin
Rosenthal, Bernard
Rosenthal, Emanuel
Rosenthal, H. T.
Rosenthal, Lewis J.
Rosenthal, Louis R.
Roslyn, John J.
Rosoff, Philip
Ross, Earl R.
Ross, James Davis
Ross, Robert W.
Ross, William A., Jr.
Rossberg, Charles
Rossberg, William
Rossberg, William C.
Rostov, Samuel J.
Roth, Louis J.
Rothberg, Louis E.
Rothman, Morris E.
Rothstein, Paul
Rotkovitz, William
Rouzer, John R.
Rowe, Charles Joshua
Rowens, W. Eldridge
Rowland, Mary J. B.
Rowland, N. D.
Rowlenson, John T.
Rowlenson, Wm. F.
Roy, A. H.
Royce, Robert Francis
Ruben, William M.
Rubens, Harry M.
Rubin, Melvin N.
Rubin, Murray Alvin
Rubin, Samuel B.
Rubin, Samuel S.
Rubin, Seldon L.
Rubin, Sylvan I.
Rubinstein, Hyman S.
Ruddie, Israel M.
Rudie, Harry
Rudman, Melvin H.
Rudo, Herbert B.
Rudoff, Oscar
Rudolph, Henry S.
Rudy, Harry Robt., Jr.
Ruff, Howard
Ruff, William A.
Ruhl, Frank H.
Rush, G. W. C.
Russell, J. A.
Russell, John Alex.
Russell, Richard P.
Ruth, Stephen Walter
Ruths, F. C.
Rutkin, Samuel
*Rutkowski, Edw. V.

S

Sabatino, Louis T.
Sable, Louis
Sach, Abraham
Sachs, Albert
Sachs, Michael
Sachs, Norman R.
Sachs, Raymond
Sachs, Raymond
Sachs, Robert
Sachs, Sylvan L.
Sacki, Kurt Leo
Sacks, Melvin
Sacks, Morris
Sacks, Paul D.
Sacks, Sidney
Sachs, Walter H.
Sadler, R. H.
Sadler, Thomas, Jr.
Safran, Sidney
Sager, Benjamin
Saks, Joseph Herman
St. Henry, Sister Mary

*Deceased

Salus, Arthur
Sama, Mario
Sames, Joseph H.
Sampson, A. J.
Samuelson, Oscar
Sandene, Clarence L.
Sanders, Wm. E.
Sandler, Jos. Samuel
Sandler, Solomon
Sanner, Norman R.
Sanner, Richard T.
Santoni, David A.
Santoni, Daniel A.
Santoni, Henry A.
Sappe, Milton J.
Sappe, Milton C.
Sapperstein, Edw. I.
Sapperstein, Jacob J.
Sapperstein, Louis
Sapperstein, William
Sarubin, Milton
Saslaw, Israel S.
Satisky, William M.
Satou, Marcus
Sause, Milton P.
Savage, Moses
Savage, Walter T.
Savin, Jules I.
Savitz, Melvin M.
Sawtelle, Seth S.
Sborofsky, Isadore
Scelfo, Octavia A.
Scelsi, Joseph V.
Schaech, Dorothy F.
Schaefer, Charles A.
Schaefer, John F.
Schaefer, T. A.
Schammel, Adam J.
Schapiro, A. B.
Schapiro, Harry S.
Schapiro, Oscar M.
Schapiro, Samuel
Schapiro, Louis
Schaumburg, N. L.
Schechner, Jules
Scheffrin, R. E.
Scheinin, Benjamin
Scheinker, Wm. H.
Schenker, Norman L.
Schenker, Philip
Scher, Robert Samuel
Scherer, Charles
Scherr, Melvin G.
Scherr, Morton B.
Scherr, Norma L.
Scherr, Stanley
Schiff, Harry David
Schiff, Howard R.
Schiff, Nathan
Schiltneck, Fanny
Schiltneck, C. N.
Schimmel, M. S.
Schindel, Harry E.
Schindel, Samuel L.
Schindel, Howard E.
Schireson, Henry J.
Schirman, Dr. R. J.
Schisler, Chas. H.
Schlackman, Milton
Schlaen, Mildred
Schlaifsteyn, R.
Schley, Steiner
Schlinger, Howard R.
Schlosser, Roy B.
Schmalzer, W. J., Jr.
Schmidt, August W.
Schmidt, Chas. J., Jr.
Schmidt, F. Herman
Schmidt, Jacob E.
Schmidt, Edwin A.
Schmidt, E. Albert
Schmidt, Geo. M.
Schmidt, Herman
Schmidt, John E.
Schmidt, Samuel
Schmitt, Fred J.
Schnaper, Morton J.
Schneider, Allan M.
Schneider, Edwin J.
Schneider, Jack
Schneider, Marvin
Schneyer, Herbert D.
Schochet, Paul
Schonfeld, Gerald
Schoenrich, Herbert
Schonfeld, Paul
Schor, Leo
Schotta, Elbert Wm.
Schrader, Harry L.
Schreibstein, Chester
Schroeder, J. H.
Schucalter, Harry B.
Schucalter, Morris E.
Schulte, C. J. A., Jr.
Schulte, C. M.
Schulte, Edward Lee
Schulte, F. W., Jr.
Schulte, Henry C.
Schulte, John A.
Schultze, Hugo F.
Schulze, Wilmer H.
Schuman, Joseph M.
Schumann, Henry V.
Schumm, Fred. A.
Schuster, Gerald D.
Schuster, John N.
Schutz, Edward A.
Schwartz, Alvin
Schwartz, B. M.
Schwartz, David I.
Schwartz, Harry
Schwartz, Henry
Schwartz, I. George
Schwartz, Francis H.
Schwartz, J. W.
Schwartz, Jerome
Schwartz, John T. C.
Schwartz, Martin
Schwartz, Milton
Schwartz, Nathan
Schwartz, Theo. H.
Schwartzburt, I. L.
Schwatka, W. H., Jr.
Sciarra, John Jack
Scigliano, John A.
Scola, Joseph
Scoll, Lea H.
Scott, David I.
Scott, Donald W.
Scott, Edward A.
Scott, Edward D.
Scott, Jennings B.
Scott, Kent W.
Scott, S. M., Jr.
Sealfon, Irwin I.
Seamans, Eugene A.
Sears, Edward DeF.
Sedam, Richard L.
Seechuk, William W.
Seely, Hattie May
Seff, David Joseph
Segall, Jacob Roth
Segel, Harry
Seibert, Stanley
Seidel, Harry Louis
Seidman, Henry G.
Seigle, S. S.
Seldeen, Martin
Seldin, Isadore
Sellers, Harry H.
Seltzer, Leonard A.
Semer, Gerald M.
Sencindiver, J. H.
Senger, Joseph A.
Sennhenn, William
Serpick, Jacob
Settleman, Jerome
Settler, Alan Lee
Settler, Myer Martin
Seward, Mary E.
Seward, William W.
Sexton, Moses
Shackelford, H. S.
Shaffer, Frederick R.

Shaffer, E. Herbert
Shaffer, Harry P.
Shaffer, Lawrence F.
Shalowitz, Marion
Shank, Earl E.
Shannon, Donald A.
Shapiro, Albert A.
Shapiro, Henry
Shapiro, Jerome B.
Shapiro, Lionel M.
Shapiro, Max
Shaughnessy, Sister Zoe
Shea, Harold J.
Shea, John W.
Shear, Joseph
Shear, Morton I.
Shearer, Nancy Lee
Sheer, Lawrence
Sheetz, Randall L.
Sheftelman, David
Shellenberger, J. H.
Sheller, Samuel J.
Shemer, Stuart
Shenker, Allan B.
Shenker, Arthur
Shenker, Morris
Shenker, Sherman H.
Shepherd, Edward C.
Shepherd, Fred. P.
Sherer, Gerald
Sherman, L. F.
Sherman, Louis L.
Sheroff, Seymour
Sherr, Harold G.
Sherry, David
Shershow, Harry
Sherwood, Margaret Frances
Shestack, Robert
Shields, Arthur P.
Shimanek, L. J.
Shimkus, Michael A.
Shipley, Albert R.
Shipley, H. Clinton
Shirey, Ronald L.
Shoben, Gerald
Shoben, Jacob
Shochet, Irving Edw.
Shochet, Melvin
Shocket, Sidney
Shoemaker, Ross F.
Shoemaker, W. C.
Shoemaker, W. G., II
Shook, Joseph Wm.
Shore, W. S.

Showacre, Harry A.
Showalter, Claude M.
Showman, A. R.
Shpritz, Stuart
Shulman, Joel
Shulman, Emanuel V.
Shulman, Shirley S.
Shumway, M. A., Jr.
Shupe, B. F.
Shupe, J. B.
Shure, Arthur A.
Shure, Bernard G.
Shure, Irwin
Shuster, Leon Paul
Siegel, Alvin Morton
Siegel, Harold W.
Siegel, Lawrence R.
Siegel, Paul
Sienkielewski, R. B.
Sifen, Paul
Silberg, Edgar Mano
Silberg, Harvey G.
Silberman, Irving
Silberman, Joseph J.
Silbert, Andrew W.
Silnutzer, Meyer
Silver, Benjamin J.
Silverman, Albert M.
Silverman, Irvin I.
Silverman, Sidney
Silverman, Sylvan L.
Silverman, Sylvan B.
Silverstein, Bernard
Silverstein, Fred
Silverstein, Morton I.
Simmons, Harry P.
Simmons, Leslie D.
Simms, Thomas
Simon, Alder Irvin
Simon, Alvin
Simon, Melvin
Simonoff, Robert
Simonson, John W.
Simpson, Francis P.
Simpson, John F.
Sinclair, Theodore B.
Sindler, Melvyn M.
Singer, George D.
Singer, Harold B.
Singer, Isidore E.
Singer, John V.
Singewald, A. G.
Singman, Henry D.
Sinker, Robert S.
Siracusa, Frederick
Sirkis, Marvin P.
Sirota, Leo Robert
Sisco, Samuel
Sisk, Joseph F.

Sites, William A.
Skaft, William
Skiba, Michael J.
Skibinski, Emil J.
Sklar, Isidore Allen
Skolaut, Milton W.
Skrickus, Joseph A.
Skruch, Walter John
Skup, David A.
Slama, Frank J.
Slay, J. B.
Sloan, Harold T.
Slough, Herbert E.
Slusky, Louis B.
Small, Bessie B.
Small, Isidore Irvin
Smith, Arthur Wesley
Smith, Bernard T.
Smith, Claude N.
Smith, Daniel Earl
Smith, Edward
Smith, Edgar C.
Smith, George G.
Smith, George M.
Smith, Heber
Smith, Henry W.
Smith, Herbert C.
Smith, Howard T.
Smith, John Joseph
Smith, Jos. I.
Smith, Julius A.
Smith, Lewis Ayer
Smith, Martin
Smith, Maurice R.
Smith, Morton
Smith, Murray P.
*Smith, Owen C.
Smith, Paul K.
Smith, Pierre Frank
Smith, Robert Wells
Smith, Raymond H.
Smith, Rudolph R.
Smith, Rudolph, Jr.
Smith, Sanford D.
Smith, Theodore S.
Smith, Thomas S.
Smith, T. W.
Smith, Walter N.
Smith, W. Harry, Jr.
Smith, William E.
Smith, William H.
Smith, William W.
Smithers, Norman R.
Smithers, Thomas J.
Smoot, A. C.
Smulevitz, Irving
Smulovitz, David
Smulovitz, Sidney
Snavely, R. W.
Snell, Tom J.

*Deceased

Snellinger, J. E.
Snively, Fred H.
Snyder, Erwin C.
Snyder, Jerome
Snyder, Nathan
Snyder, Nathan M.
Snyder, Paul Jay
Snyder, Robert Ed.
Snyder, William T.
Sober, Norman
Soladar, Augusta L.
Sollod, Aaron Charles
Sollod, Herbert S.
Sollod, Joseph A.
Sollod, Melvin J.
Sollod, Sylvan J.
Solomon, Sam
Solomon, Simon
Solomon, S. Samuel
Solsky, Robert M.
Somerlatt, Virginia G.
Somers, Grover S.
Sommer, Werner J.
Sonnenburg, Chas. E.
Sophocleus, G. J.
Sosnoski, Walter J.
Sowell, Sam
Sowbel, Irving
Sowbel, Philip
Soyles, James S.
Spahn, J. A., Jr.
Spain, Sister Lydia
Spangler, Kenneth G.
Spano, Arthur N.
Speaker, Tully J. J.
Spellman, Sister Mary Rita
Spence, Clarence G.
Sperandeo Frank J.
Spicer, O. W.
Spigelmire, C. E.
Spike. Sidney
Spittel, Robert John
Spittle, Elmer
Sprague, Victor Hugo
Sprecht, Charles E.
Springer, Lewis Rex
Sprowls, Winfield S.
Sprucebank, Harry E.
Sprucebank, Roy A.
Stafford, Earle A.
*Stagmer, O. R.
Stahl, Charles W.
Stahl. Willam M.
Stahlhut Carl W.
Staley, Clifton B.
Staller, Abraham
Stam. Lillian R.
Stambosky, Louis

Stancill, George W.
Standiford, Isaac W.
Stark, Alvin
Stark, John Walter
Starr, Harvey
Startt, William A.
Statter, Irvin Barry
Stattner, Milton
Staub, Brown Chas.
Stauff, John
Stauffer, Howard C.
Stauffer, L. E.
Stavely, Roy S., Sr.
Steel, Harold
Steele, Frank John
Steele, Wm. Richard
Stecher, Joseph L.
Steffe, John W.
Stehl, Justus
Stehl, Gustav L.
Stehl, J. V.
Stein, Milton R.
Stein, Norman A.
Steinberg, Bernard
Steinberg, Louis
Steinberg Sherman
Steiner, Albert
Steinhardt, Abraham
Steinhilber, Richard
Steinwedel, Wm. A.
Stem, Albert W.
Stempel, Edward
Sterling, A. L.
Sterling, Elmer W.
Stern, Albert W.
Sterner, Paul E., Jr.
Stevens, S. E.
Stewart, John Wesley
Stewart, Ralph B.
Stewart, Samuel H.
Stewart, William H.
Sticha, Joseph
Stichel, William
Stichman, Solomon
Stidger, Hugh
Stierer, Raymond L.
Stiffman, George J.
Stiffman, Jerome A.
Stillwagon, Larmar J.
Stimek, Joseph A.
Stine, Harry
Stokes, Edward V.
Stokosa, Milton J.
Stolberg. Edward B.
Stoler, Myer
Stombler, C. R.
Stone, Harry
Stone, Joseph J.
Stone, S. W.
Storch Arthur Z.
Storm, Norman F.

Stotlemeyer, Chas. K.
Stotler, Robert P.
Stouffer, Harvey V.
Stout, Warren E.
Straight, Fred S.
Strasburger, Melville
Strasburger, Wm. R.
Stratmann, George M. C.
Strauch, John J.
Strauch, Joseph
Strauss, Austin
Strauss, Bernard H.
Strauss, Leo
Strauss, Leon
Streett Edmund O.
Streett, Mechem E.
Strevig, John Alfred
Stribler, J. H.
Striner, Benjamin
Strite, W. E.
Sturgiss, A. G.
Stutt, J. Harry
Sudler, Arthur E.
Sudler, Charles C.
Sudler, Foster
Sugar, Harold S.
Sugar, Victor J.
Sulewski, B. A.
Sullivan, Clarence B.
Sullivan, Daniel S.
Sullivan, Fred G.
Sullivan, Howard D.
Sullivan, William F.
Sullivan, William J.
Sumrall, James Coy
Sunshine. Abraham J.
Surell, Howard S.
Surratt J. Harry
Survil, Anthony A.
Susel, Benjamin E.
Sussman, Bernard
Sussman, Hyman J.
Sussman, Sidney
Suto, Frank Jacob
Svarovsky John W.
Swain, Clyde C.
Swain, Robert Lee
Swain, Wilson B.
Swartz, Charles J.
Swartz, Harold A.
Swartz, Irving E.
Swiss, F. L.
Symons, Julius
Syracuse, Samuel F.

T

Tabler, C. W.
Taetle, Herman I.
Tagg, Norman H.
Taliaferro, W. B.

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*Deceased

Taich, Louis
Tam, Clement W. S.
Tamburo, Samuel J.
Taransky, Allen A.
Tarantino, John Thos.
Tate, Joseph McCall
Tattar, Leon Lee
Taub, Stanley S.
Taylor, Gary Louis
Taylor, Joseph S.
Taylor, R. W. W.
Tee, Harry C., Jr.
Teets, Donald E.
Tenberg, David Paul
Teramani, J. A.
Terrell, Alexander A.
Tesman, Jacob
Thal, Johann M.
Thayer, Franklin E.
Thayer, H. T.
Theodore, R. M.
Thieme, G. C.
Thiess, Robert E.
Thomas, Frank J., Jr.
Thomas, George R.
Thomas, George S.
Thomas, Oscar B.
Thome, Charles C.
Thrall, Ralph B.
Thompson, J. West
Thompson, Joseph E.
Thompson, Paul H.
Thompson, Robert E.
Thompson, Wm. P.
Thornton, Henry L.
Thornton, William H.
Thorp, Clare Faye
Thron, Edward, Jr.
Tillery, John Wm.
Timmons, W. D., Jr.
Tingle M. W.
Tipton, Frank B.
Title, Irwin
Titlow, H. B.
Titus, Sister Mary I.
Tober, Theodore W.
Tobias, I. Herbert
Todd, Harvey E.
Todd, Robert Cecil
Todd John C.
Toelle, Milton F.
Tolson, Bert D.
Tompakov, Sylvan
Tomsko, Robert F.
Toole, Frank Leo
Topchik, Howard
Toulson, John M.
Tourkin, David
Traband, M. T., Jr.
Trachtenberg, Doris
Tracey, Arthur G.
Trageser, Jacqueline
Tralins, Julius Jos.
Tramer, Arnold
Trehern, J. Curtis
Tremaine, Stanley A.
Tremaine, Warren L.
Toronto, Nicholas A.
Tritle, Richard R.
Tronwood, Thos. G.
*Trowbridge, H. O.
Troxel, J. G.
Troxell, Will F.
Truax, J. L.
Truitt, D. J. O.
Truitt J. Gordon
Truitt, James H.
Truitt, James W., Jr.
Truitt, Charles R.
Trull, Alfred C.
Truxton, Charles O.
Trygstad, Vernon O.
Tucker, Alexander
Tucker, William C.
Tucker, William W.
Tumas, John
Tumbleson, Arthur L.
Tumbleson, A. M.
Tumbleson, Chas. C.
Turlington, R. A.
Turner, A. F., Jr.
Turner, Zachariah III
Turpin, E. S.
Turpin, H. J.
Twigg, Theodore K.
Tyerell, M. R.
Tyler, John Paul

U

Uhler, Gerard M.
Ulan, Martin S.
Ulman, Ferdinand
Undang, Arnold
Urlock, John P., Jr.
Urspruch, William G.

V

Valentine, A. W.
Van Allan, Peter
Van Duzer, Roberta
Vansant, Bayard
Van Slyke, Amos R.
Veasey, John
Vehrencamp, E. L.
Velinsky, Sylvia Lois
Venick, Marvin L.
Verchik, John Wm.
Vezina, Armand B.
Vicino, Dominic J.
Vidal, Manuel J.
Vilkas, Leo J.
Vinson, R. B.
Vinson, Robert Wm.
Visel, C. G.
Vodenos, Philip N.
Volkman, Maurice M.
Volpe, William J.
Vogel, George
Vogel, George Wm.
Vogel, Walter Wm.
Voigt, Herman A.
Vojik, Edward C.
Von Doelle, J. H., Jr.,
Vondracek, John W.
Voshell, Harvey W.
Voshell, William F.
Voshell, William Jr.

W

Wachsman, Irvin L.
Waddell, Samuel J.
Wagenheim, Zelick
Wagman, Barlow J.
Wagman, Mishel H.
Wagner, Betty G.
Wagner, George W.
Wagner, Karl G.
Wagner, Charles H.
Wagner, Manuel B.
Wagner, Phyllis H.
Wagner, Raphael H.
Wailes, Henry S.
Wainger, Edward
Walb, Winfield A.
Walb, Winfield S.
Walch, Edward E.
Wald, Sheldon G.
Waldsachs, Joseph J.
*Waldschmidt, Henry
Waldman, Alvin M.
Waldman Jacob
Walker, Alfred
Walker, C. H.
Walker, Carl Samuel
Walker, Paul A.
Walker, R. H.
Wallace, Joseph T.
Waller, Irvin Robert
Waller, William J.
Wallis Henry Hill
Wallis, Walter
Walman, Morris
*Walsh, Morgan N.
Walsh Richard J.
Waltemeyer, J. T.

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*Deceased

Walter, James B., Jr.
Walter Norman W.
Walton, Tracy McC.
Walts, David Y.
Waltz, Bradley H.
Waltz, George H.
Walz, Jacob L.
Walzer, Adolph
Waltzinger, A. F., Jr.
Wannenwetsch, J. F.
Waples, Wm. Ewing
Ward, Francis X.
Ward, Michael J.
Ward, Stark
Wareham, E. A.
Warfield, S. Roland
Warfield, Harry N.
Wargell, Walter F.
Warnefeld, Wm. H.
Warner, J. Lewis
Warner, William
Warren, Daniel A.
Warren, Jerome B.
Warren, J. Noble
Warrenfeltz, J. Fred.
Warshaw, Samuel E.
Wassell, Theodore J.
Wasserman, L. W.
Wasserman, Louis W.
Watchman, Henry H.
Waterman, H. E.
Waterman, R. H.
Waters, Charles C.
Waters, Joseph Thos.
Waters, James K.
Watkins, J. W
Watkowski, Milton R.
Watts, C. C.
Watts, Howard C.
Watts, H. R.
Watts, John Wesley
Waxman, Milton M.
Way, J. Louis
Weaver, Frank H.
Weaver, Warren E.
Webb, James S.
Weber, Edward
Webster, Samuel E.
Webster, Thomas C.
Weeks, John A.
Wegad, Evelyn
Wehler, Randolph
Wehner, Daniel G.
Weinbach, Eugene C.
Weinberg, Harry
Weinberg, M. A.
Weinberg, Myron S.
Weinberg, Sydney G.
Weinberger, Sally D.
Weiner, Alex
Weiner, Bernard
Weiner, David
Weiner, Martin
Weiner, Morton H.
Weiner, Solomon
Weiner, William
Weingarten, J. H.
Weinshenker, A.
Weinstein, Daniel D.
Weinstein, Jack J.
Weisberg, Ruth R.
Weiss, Bernard
Welch, Louis J. F.
Welland, Arthur I.
Wells, C. Milton
Wells, Henry C.
Wells, John S.
Welsh, Charles R.
Weltner, William
Wendel, H. George
Wenschhof, Donald E.
Werley, LeRoy D., Jr.
Wertheimer, Samuel
Wesley, Maris P.
Wesolowski, Frank J.
West, Charles C.
West, Fred Ralph
West, Henry A.
West, Erasmus
Wetchler, Solomon
Whaley, Wilson M. Jr.
Wharton, John C.
Wharton, Thomas P.
Wharton, Zodak P.
Whayland, Sewell H.
Wheeler, John B., III
White, G. W.
White, E. Riall, Jr.
White, Luther
White, Marilyn J. W.
White, Pinkney M.
White, Thomas F.
White, Thomas N.
White, Geo. Spencer
Whitefield, James M.
Whiteley, Roland S.
Whiteley, William S.
Whitesell, Elwood E.
Whitesell, Reese E.
Whiteside, Wm. B.
Whitiker, C. Irwin
Whitley, L. B.
Whittaker, E. W.
Whittemore, Edwin
Whittle, G. W.
Whittle, Harry L.
Whittle, Thomas S.
Whittle, William A.
Whittlesey, Wm. H.
Wich, Carlton E.
Wich, Henry E.
Wich, J. Carlton
Wickes, H. O.
Wickham, John J.
Wiederkehr, Martin
Wiener, Maurice
Wienner, Jacob M.
Wight, F. L., Jr.
Wilder, Earle M.
Wildsmith, Thos. H.
Wiley, Robert Allen
Willer, Rose P.
Willer, William
Wilhelm, Clarence W.
Wilkens, J. H.
Wilkerson, Albert R.
Willard, Jester J.
Wille, Harry R.
Williams, Alfred S.
Williams Arza G.
Williams, Clyde G.
Williams, Edward B.
Williams, William O.
Williamson, C .S.
Williamson, E. L.
Williamson, J. A.
Williamson, Richard J.
Willis, Henry N.
Willke, Herbert H.
Wilson, Franklin D.
Wilson, H. J.
Wilson, John Jacob
Wilson, Joseph A.
Wilson, Richard H.
Wilson, Sister M. Joan of Arc
Wilson, W. M., Jr.
Wilson, W. W.
Wilson, Walter W.
Wilson, Wilfrid A. N.
Winakur, Arthur
Windsor, Lester D.
Winger, David Z.
Winger, Effie V.
Winkler, William H.
Winn, Solomon
Winslow, Edwards F.
Winstead, Oliver P.
Winter, Samuel
Winternitz, R. F.
Wirth, Ferdinand F. Jr.
Withers, James B.
Witzel, John F.
Witzke, Carl H.
Witzke, Louis Henry
Wlodkowski, E. M. J.
Wode, Alvin E. W.
Woehner, Walter A.
Wolf, Charles A.

Wolf, D. Earl
Wolf, G. Ernest
Wolf, Nathan
Wolf, Robert F.
Wolfe, Eddie
Wolfe, G. H.
Wolfe, J. Albert
Wolfe, James J.
Wolfe, Morris
Wolfe, W. H.
Wolff, E. E.
Wolfovitz, Martin I.
Wolfovitz, Sam
Wollman, Joseph I.
Wolpert, Arthur
Wolsiewick, R. F.
Wood, Marguerite L.
Woltman, Enos Fred
Wong, Margaret
Wong, Ronald J.
Wood, Medford C.
Woodland, John C.
Woodman, Harrison Payne
Woods, F. D.
Woodward J. S.
Woodward, J. S., Jr.
Woolford, B. W.
Woolford, Elmer B.
Wooten, R. O.
Worden, Lloyd G.
Worrall, Fred. W.
Worthington, Eugene
Wright, Fred N.
Wright, Henry D.
Wright, John H.
Wright, Joseph
Wright, Joseph E.
Wright, L. R.
Wright, Myron J.
Wright, Thomas G.
Wright, L. B., III
Wright, Lawrence M.
Wroth, Emory S.
Wyatt Blanche B.
Wylie, H. Boyd, Jr.

Y

Yager, Frank
Yaffe, Morris Robert
Yaffe, Samuel S.
Yaffe, Stanley J.
Yankeloff, Louis G.
Yarmack, Morris H.
Yarmosky, Jack J.
Yee, Furn Suey
Yevzeroff, Benjamin
Yevzeroff, J. E.
Yohn, Charles R.
Yost, Frederick
Youch, Charles A.
Young, Charles L.
Young, George I, Jr.
Young, Paul Roscoe
Young, Ralph Victor
Yousem, Jonas J.
Yuscavage, Wm. J.

Z

Zajac, Walter C.
Zaleski, Raymond A.
Zalevsky, Sidney M.
Zalucky, Theodore B.
Zamecki, Robert J.
Zappulla, Santo A.
Zarych, Joseph F.
Zeller, Chas. B. Boyle
Zenitz, Barnard L.
Zentz, Milton
Zetlin, Henry
Zerofsky, Frank
Zerofsky, Harold
Zervitz, Max M.
Zerwitz, Irving F.
Zerwitz, Sidney
Ziegler, Charles L.
Ziegler, John H.
Zilber, S. Nathan
Zimmer, David J.
Zimmerman, E. R.
Zimmerman, E. F.
Zimmerman, L. M.
Zimmerman, M. I.
Zimmerman, T. E.
Zimnoch, Francis X.
Zinberg, Milton M.
Zink, William P.
Zolenas, A. J., Jr.
Zuchowski, Victor L.
Zukerberg, Morris
Zulty, Joan H.
Zvares Simon

REGISTERED ASSISTANT PHARMACISTS IN MARYLAND

The following list of Assistant Registered Pharmacists is furnished by and with the authority of the Maryland Board of Pharmacy, and every care has been taken to make the list accurate in every detail. However, should any errors be noted, please notify the Secretary of the Maryland Board of Pharmacy, 2411 North Charles Street, Baltimore, Maryland.

A

Adalman, Philip
Adams, E. Raymond
Albert, Arleigh H.
Amberg, Richard O.
Anderson, W. A.

B

Baker, Harry B.
Baker, James I.
Balmert, Frank C.
Barr, William W.
Barrett, Francis O.
Barrow, Edward W.
Bell, Elizabeth A.
Bercowitz, B. J.
Bere, J. G.
Bernstein, Joseph
Biggs, Eldridge F.
Blatt, Henry
Blizzard, Ella M.
Boone, Wiley James
Bowmeyer, Alvin S.
Brandenburg, L. R.
Briele, August Kern
Brille, F. R.
Brooks, Homer C.
Brown, Emma H.
Brown, William
Bryan, Arthur H.
Buffington, Mrs. M.E.
Burton, Perry P.
Buschman, Geo. W.

C

Caldwell, Gerald E.
Caplan, Abraham
Carter, Clarence L.
Chaires, Clifton M.
Cherry, John M.
Christ, Edwin L.
Christopher, H. B.
Cizek, George
Clarke, Hugh V.
Cohen, Morris G.
Collenberg, Girdwood
Colona, Clarence J.
Colston, Benjamin A.
Copes, James
Corbett, E. S.
Cotter, Edward F.
Councell, E. W.
Crammer, D. Preston
Cronin, T. Arthur
Crowther, Aloha H.
Cutchin, William M.

D

Davis, Edward Mann
Davis, Robert G.
Dayhoff, Edward B.
Deal, Justin
Deiter, Louis V.
Dentelhauser, L. T.
Derry, John W.
Dickinson, Frank M.
Diggs, Paul A.
Dougherty, Carl E.
Dryden, William H.

E

Easton, Maurice C.
Edwards, Gustav A.
Eichner, George W.
Ehrlich, Meyer
Eselhorst, Albert R.

F

Fearson, E. T.
Fehler, Charles E.
Fehler, John F.
Feitelberg, Samuel L.
Fields, William A.
Fiske, Christian
Flack, Herbert L.
Flounders, Mark E.
Flynn, Paul Francis
Forein, Belle
Forsythe, William F.
Fox, Lester
Fox, William R.
Frazier, Henderson S.
Full, R. F.
Funk, John W.

G

Gilmer, Franklin S.
Glantz, Hiram A.
Glick, S. Shipley
Goldman, Samuel M.
Green, William F.
Grote, Francis C. E.

H

Hague, Aldred E.
Habliston, Charles C.
Harley, John V.
Hassen, John E.
Heise, John E.
Heise, Fred H.
Herman, Mrs. H. G.
Hersey, Walter H.
Hicks, F. I.
Hinton, George H.
Hipsley, Oscar
Holewinski, John A.
Holloway, M. A.
Hood, Thomas E.
Hope, John W.
Hopkins, Annie M.
Horn, Amanda I.
Hughes, Harry C.
Hughes, Ephraim G.
Humphreys, Wm. G.
Humphreys, W. B.
Hunter, Livingston O.
Hurd, A. E. S.

I

Ichniowski, Casimer T.
Ireland, Philip B.

J

Jester, Henry F.
Jones, Albert B.
Jones, Howard Wm.
Jones Paul C.

K

Kahn, Edmund
Kammerer, Wm. H.
Keenan, Robert
Keenan, Walter S.
Keller, J. E.
Kinner, Harold C.
Kirby, Robert M.
Klepper, Charles F.
Klink, John C.

Kolb, Edwin
Kolb, Walter R.
Kremer, Isaac
Kress, Milton B.

L

Lambden, Francis A.
Lankford, Henry M.
Lautenbach, F., Jr.
Lautenbach, Geo. W.
Leary, Anna W.
Leberman, S. K. L.
Lee, Russell E.
Leiva, Carlos E.
Lemke, William F.
Lennan, Samuel C.
Levin, Milton
Lewisson, Harry
Lilly, W. I.
Lingo, Robert W.
Litsinger, Vernon L.
Lloyd, George A.
Lytle, E. C.

M

McClenny, Dick C.
McCormick, Arthur F.
McDonald, Joseph F.
McKay, Wm. Kenny
McKenna, W. C.
Mace, W. S.
Machin, Frank H.
Main, Clarence Z.
Marek, Charles D.
Marley, John V.
Martz, Wm. E.
Matthew, W. S.
Mayer, Fred
Mayers, Harry J.
Meck, Charles H.
Meredith, Charles L.
Meyers, George
Michael, V. B.
Michael, M. Harlan
Mikules, Cordelia L.
Millet, Joseph
Minchewer, W. H.
Moore, Sarah S.
Morgan, Walter L.
Mullikin, John F.
Mund, Maxwell H.
Murphey, Joseph A.

N

Newman, George L.
Newmeyer, Alvin S.
Norton, John C.
Nusbaum, Clement I.

O

Otto, Harry C.

P

Parker, George H.
Parr, Newton I.
Payntel, Clara S. M.
Petts, George E., Jr.
Pharr, D. C.
Phillips, Benton S.
Phillips, Edwin J.
Pilson, Florence S.
Porterfield, Milton P.
Powers, John W.
Powers, James W.
Pressler, W. H.
Price, Roscoe D.
Proctor, S. Howard

Q

Quinn, Egbert L.
Quinn, J. Louis

R

Raiva, Philip
Ramsay, Thomas L.
Rauck, Arthur E.
Rauth, John Wm.
Raynor, Clark S.
Reckitt, Charles E.
Renanhan, John L.
Richardson, L. A.
Riff, Charles
Ritch, Thomas W.
Robinson, H. M., Jr.
Robinson, James
Rowe, Grace E.
Rubin, Mortimer M.
Rudo, Nathan
Ruhl, Emma
Russel, W. M.

S

Sacks, Milton S.
Sanders, Albert J.
Sauer, Mary Louisa
Saunders, Thomas S.
Schnabel, William T.
Schochet, George
Schulte, August W.
Schwartz, Daniel J.
Scott, Virginia P.
Sears, Florence
Sencendiver, Jacob P.
Sharrett, George O.
Sheman, George P.
Shipley, Samuel H.
Shivers, M. L.
Siscovick, Milton
Skilman, L. G.
Smith, J. Moseley
Smith, Leroy A.
Sprague, Lewis H.
Stacey, T. E., Jr.
Staling, J. C.
Stanward, M. Benton
Stevenson, W. H.
Stimmer, Richard E.
Stiner, Wilbur C.
Stouffer, Clyde R.
Stouffer, Rankin
Strause, Geo. Alvin
Suter, Louis A.

T

Talbott, D. Russell
Taylor, James Alfred
Thomas, George W.
Thome, E. Reynolds
Thompson, Jerome J.
Thompson, Oma M.
Thomson, J. A.
Todd, Arch McA.
Totz, Hammond
Toulson, Hattie I.
Toy, Arthur T.
Trail, Edith I.
Trainor, William J.
Trattner, James N.
Troxel, Effie M.

V

Von Helms, Ernest
Vosatka, John

W

Walch, William F.
Walter, J. W.
Waltham, Alan P.
Walton, H. Webster
Ward, Harry E.
Watts, S. Tarlton
Weaver, Harry C., Jr.
Weaver, Lincoln R.
Weisman, Samuel
Weller, Argie G.
Weller, Charles G.
Weller, Harry
Wenderoth, Edwin P.
White, Earle C.
White, Robert C.
Wiggers, Clarence H.
Wiernik, Clarence
Williams, Amos C.
Williams, C. D.
Wilson Joseph O.
Wolf, Alan G.
Woodward, C. P.
Wrenick, Clarence
Wright, Edna Kirk
Wright, Loretto
Wright, Walter T.

Y

Young, H. W.

Z

Zacharias, Edwin

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1883—J. J. Thomsen
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1885—E. Eareckson, M. D.
1886—A. J. Corning
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1888—J. Walter Hodges
1889—M. L. Byers
1890—E. M. Foreman
1891—Columbus V. Emich
1892—John Briscoe, M. D.
1894—John F. Hancock
1895—Henry J. Hynson
1896—H. B. Gilpin
1897—W. C. Powell
1898—Robert S. McKinney
1899—A. R. L. Dohme
1900—Wm. E. Turner
1901—Louis Schulze
1902—J. Webb Foster
1903—W. E. Brown
1904—H. Lionel Meredith
1905—M. A. Toulson
1906—J. E. Hengst
1907—Owen C. Smith
1908—W. M. Fouch
1909—John B. Thomas
1910—Charles Morgan
1911—James E. Hancock
1912—D. P. Schindel
1913—J. Fuller Frames
1914—J. F. Leary
1915—Geo. A. Bunting
1916—Thomas M. Williamson
1917—Eugene W. Hodson
1918—W. H. Clarke
1919—D. R. Millard
1920—G. E. Pearce
1921—R. E. L. Williamson
1922—A. L. Lyon
1923—C. L. Meyer
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1925—S. Y. Harris
1926—H. A. B. Dunning
1927—Harry R. Rudy
1928—Howell W. Allen
1929—Geo. W. Colborn, Jr.
1930—L. S. Williams
1931—Wm. B. Spire
1932—L. M. Kantner
1933—L. V. Johnson
1934—Andrew F. Ludwig
1935—Harry W. Matheney
1936—Melville Strasburger
1937—Robert L. Swain
1938—A. A. M. Dewing
1939—A. N. Hewing
1940—Lloyd N. Richardson
1941—T. Ellsworth Ragland
1942—Elmer W. Sterling
1943—Frank L. Black
1944—Ralph C. Dudrow
1945—Harry S. Harrison
1946—Albin A. Hayman
1947—Charles S. Austin, Jr.
1948—Milton J. Fitzsimmons
1949—Nelson G. Diener
1950—Howard L. Gordy
1951—William E. Waples
1952—Manuel B. Wagner
1953—Otto W. Muelhause
1954—Lester R. Martin
1955—Hyman Davidov
1956—Frank J. Macek
1957—George M. Schmidt

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1884—Steiner Schley
1885—Levin D. Collier
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1887—C. W. Crawford
1888—C. H. Redden
1889—D. M. R. Culbreth
1890—Chas. Caspari, Jr.
1891—John Briscoe, M. D.
1892—T. W. Smith
1894—Henry P. Hynson
1895—J. W. Cook
1896—Robert S. McKinney
1897—W. S. Merrick
1898—August Schrader
1899—C. C. Waltz
1900—L. R. Mobley
1901—J. Webb Foster
1902—M. A. Toulson
1903—Owen C. Smith
1904—Mercer Brown
1905—Henry Howard
1906—A. L. Pearre
1907—J. H. Farrow
1908—J. G. Beck
1909—W. C. Aughinbaugh
1910-11—D. P. Schindel
1912—J. Fuller Frames
1913—J. D. Stotlemeyer
1914—G. A. Bunting
1915—Thomas M. Williamson
1916—Eugene W. Hodson
1917—W. H. Clarke
1918—D. R. Millard
1919—G. E. Pearce
1920—R. E. L. Williamson

First Vice-Presidents

(Continued)

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1922—C. L. Meyer
1923—W. K. Edwards
1924-25—H. A. B. Dunning
1926—H. R. Rudy
1927—Howell W. Allen
1928—George W. Colborn, Jr.
1929—L. S. Williams
1930—W. B. Spire
1931—L. M. Kantner
1932—L. V. Johnson
1933—Andrew F. Ludwig
1934—Harry W. Matheney
1935—Melville Strasburger
1936-1937—A. A. M. Dewing
1938—A. N. Hewing
1939—Lloyd N. Richardson
1940—T. E. Ragland
1941—Elmer W. Sterling
1942—Frank L. Black
1943—Ralph C. Dudrow
1944—Harry S. Harrison
1945—Albin A. Hayman
1946—Charles S. Austin, Jr.
1947—M. J. Fitzsimmons
1948—Nelson G. Diener
1949—Howard L. Gordy
1950—William E. Waples
1951—Manuel B. Wagner
1952—Otto W. Muehlhause
1953—Lester R. Martin
1954—Hyman Davidov
1955—Frank J. Macek
1956—George M. Schmidt
1957—Frank Block

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1883—Thomas W. Shryer
1884—A. J. Corning
1885—Henry R. Steiner
1886—John T. Wooters
1887—J. Walter Hodges
1888—J. F. Leary
1889—Joseph B. Garret
1890—D. C. Aughinbaugh
1891—F. A. Harrison
1892—J. Fuller Frames
1894—C. B. Henkel, M. D.
1895—George E. Pearce
1896—Steiner Schley
1897—Louis Schulze
1898—Eugene Worthington
1899—John M. Weisel
1900—J. F. Leary
1901—E. T. Reynolds
1902—W. J. Elderdice
1903—Alfred Lapouraille
1904—H. L. Troxel
1905—J. J. Barnett
1906—Alfred Lapouraille
1907—W. C. Carson, M. D.
1908—Franz Naylor
1909—W. G. Lowry, Jr.
1910—R. E. L. Williamson
1911—J. D. Stotlemeyer
1912—Henry Howard
1913—Geo. A. Bunting
1914—Henry Howard
1915—Eugene W. Hodson
1916—C. K. Stotlemeyer
1917—D. R. Millard
1918—G. E. Pearce
1919—R. E. L. Williamson
1920-21—J. W. Westcott
1922—W. K. Edwards
1923—H. A. B. Dunning
1924—S. Y. Harris
1925—L. L. Kimes
1926—Howell W. Allen
1927—Geo. W. Colborn, Jr.
1928—L. S. Williams
1929—Wm. B. Spire
1930—L. M. Kantner
1931—L. V. Johnson
1932—A. F. Ludwig
1933—Harry W. Matheney
1934—Melville Strasburger
1935—A. A. M. Dewing
1936-37—A. N. Hewing
1938—Lloyd N. Richardson
1939—T. E. Ragland
1940—E. W. Sterling
1941—Frank L. Black
1942—Ralph C. Dudrow
1943—Harry S. Harrison
1944—Albin A. Hayman
1945—Charles S. Austin, Jr.
1946—M. J. Fitzsimmons
1947—Nelson G. Diener
1948—Howard L. Gordy
1949—William E. Waples
1950—Manuel B. Wagner
1951—Arthur C. Harbaugh
1952—Lester R. Martin
1953—Hyman Davidov
1954—Frank J. Macek
1955—George J. Schmidt
1956—Frank Block
1957—Gordon A. Mouat

Third Vice-Presidents

1883—Hugh Duffy
1884—Levin D. Collier
1885—T. W. Smith
1886—J. Walter Hodges
1887—Henry A. Elliott
1888—John Briscoe, M. D.
1889—E. M. Foreman
1890—J. F. Hancock
1891—J. E. Henry
1892—C. B. Henkel, M. D.
1894—George E. Pearce
1895—J. W. Smith
1896—Thomas H. Jenkins
1897—A. Eugene DeReeves
1898—C. C. Ward, M. D.
1899—C. H. Michael
1900—W. E. Brown
1901—O. G. Schuman
1902—W. R. Jester
1903—Henry Howard
1904—Wm. D. Campbell
1905—W. S. Carson, M. D.
1906—A. J. Keating
1907—J. D. Stotlemeyer
1908—H. R. Rudy
1909—E. Riall White
1910—J. P. Keating
1911—W. M. Carson, M. D.
1912—John G. McIndoe
1913—W. H. Clarke
1914—E. W. Hodson
1915—C. K. Stotlemeyer
1916—John I. Kelly
1917—G. E. Pearce
1918—R. E. L. Williamson
1919—J. W. Dorman
1920-21—W. K. Edwards
1922—H. A. B. Dunning
1923—J. H. Farlow
1924—A. C. Lewis
1925—A. N. Hewind
1926—G. W. Colborn, Jr.
1927—L. S. Williams
1928—Wm. B. Spire
1929—L. M. Kantner
1930—L. V. Johnson
1931—A. F. Ludwig
1932—Chas. D. Routzahn
1933—Melville Strasburger
1934—A. A. M. Dewing
1935—A. N. Hewing
1936-1937—Lloyd N. Richardson
1938—T. E. Ragland
1939—Elmer W. Sterling
1940—Frank L. Black
1941—Ralph C. Dudrow
1942—Harry S. Harrison
1943—Frederick B. Eason
1944—Charles S. Austin, Jr.
1945—Milton J. Fitzsimmons
1946—Nelson G. Diener
1947—Howard L. Gordy
1948—William E. Waples
1949—Manuel B. Wagner
1950—Arthur C. Harbaugh
1951—Otto W. Muehlhause
1952—Hyman Davidov
1953—Frank J. Macek
1954—George M. Schmidt
1955—Frank Block
1956—Gordon A. Mouat
1957—Harold M. Goldfeder

Secretaries

1883—John W. Geiger
1884-88—M. L. Byers
1889-94—John W. Geiger
1895—J. F. Hancock
1896—Henry Maisch
1897-99—Charles H. Ware
1900—Louis Schulze
1901—02—Owen C. Smith
1903—Louis Schulze
1904—Owen C. Smith
1905—Louis Schulze
1906—Owen C. Smith
1907-1942—E. F. Kelly
1942-52—Melville Strasburger
1953-57—Joseph Cohen

Treasurers

1883-85—E. Walton Russel
1886-94—Samuel Mansfield
1895—Henry B. Gilpin
1896-98—D. M. R. Culbreth
1899-1900—W. M. Fouch
1901—J. R. Beck
1902-05—H. R. Rudy
1906—G. C. Wisotzki
1907-13—J. W. Westcott
1914-23—S. Y. Harris
1924-29—G. P. Hetz
1930-1936—Harry S. Harrison
1937-1953—J. F. Wannenwetsch
1954-55—Gordon A. Mouat
1956-57—John F. Wannenwetsch

Editors

1925-1939—Robert L. Swain
1939-1952—Melville Strasburger
1953-57—Joseph Cohen

MARYLAND PHARMACEUTICAL ASSOCIATION

ROLL OF MEMBERS

Active Members

(The following addresses are in Baltimore with Zone No. following street, unless otherwise designated.)

Aaronson, Alfred L.	3729 S. Hanover St., 25
Abramowitz, Robert	2401 E. Federal St., 13
Agnew, Max	139 E. Main St., Frostburg
Albrecht, Walter E.	310 Maple Rd., Linthicum Heights
Albrecht, William F.	7423 Baltimore Ave., College Park
Allen, C. Murray	238 Virginia Ave., Cumberland
Alliker, Morris J.	1609 Rosedale St., 16
Alpern, Elwin H.	1504 15th St., Odenton
Ansell, Max S.	24 E. Madison St., 2
Apitz, Fred W.	6227 Charles Street Ave., 12
Applestein, Frank	1045 N. Fulton Ave., 17
Asbill, John L.	401 Washington Ave., Towson 4
August, Henry J.	6306 Eastern Ave., 24
Austin, Charles S., Jr.	6729 York Road, 12
Bailey, Halcolm S.	8th St. & Philadelphia Ave., Ocean City
Balassone, Francis S.	4323 Glenmore Ave., 6
Barshack, Jack	1431 Fuselage Ave., Middle River, 20
Batie, A. Lester	126 Washington Ave., Laurel
Bauer, John C.	3200 Falls Cliff Rd., 11
Baxter, Robert E.	Mountain Rd., Pasadena
Beitler, Ben	423 Patapsco Ave., 25
Belford, Joseph	1601 Edmondson Ave., 23
Berlin, Alvin	Routes 97 & 108, Olney
Berman, Frederic T.	3407 Hamilton Ave., 14
Bishop, Davis N.	6305 Alameda, 12
Bixler, Richard S.	44 W. Main St., Westminster
Black, Frank L.	1030 N. Charles St., 1
Block, Frank	1524 Cypress St., 26
Block, Samuel G.	2901 E. Baltimore St., 24
Blum, Abraham	305 N. Eutaw St., 1
Braden, Wayne A.	920 Ellsworth Drive, Silver Spring
Brenner, Joseph	9400 Georgia Ave., Silver Spring
Brice, C. Carroll, Jr.	110 West St., Annapolis
Brunnett, William Lee	6222 Baltimore Ave., Riverdale
Bunting, George A.	4412 Charles Street Ave., 18
Caplan, Bernard S.	7902 Dundalk Ave., 22
Caplan, Carl C.	142 Eastern Ave., Essex, 21
Carmel, Joseph	4352 Park Heights Ave., 15
Cavacos, Andrew T.	1001 W. 36th St., 11
Cermak, Jerome J.	3500 Pelham Ave., 13
Chandler, N. W.	7037 Defense Highway, Landover Hills
Chatkin, Robert H.	401 Summit Ave., Hagerstown
Cherry, Bernard	4627 Harford Rd., 14
Cheslow, Nathan I.	110 Patapsco Ave., 25
Chodnicki, Marion B.	35 N. Milton Ave., 24
Clark, Virginia W.	31 N. Potomac St., Hagerstown
Cohen, Bernard T.	2308 N. Fulton St., 17
Cohen, Hershel	201 W. Franklin St., 1
Cohen, Irving I.	5511 Oregon Ave., Arbutus 27

Cohen, Nathan .... 1828 E. Baltimore St., 11
Cohen, Samuel .... 1301 N. Charles St., 1
Coleberg, Carl L. .... Main St., Preston
Combs, Joseph L., Jr. .... 5925 York Road, 12
Connor, T. F. .... 6933 Laurel Ave., Takoma Park
Connor, William J. ...... Commerce St. & Railroad Ave., Centreville
Cooley, William A. .... 201 Valley St., Cumberland
Co-op Pharmacy .... Maryland
Cooper, Howard E. .... 501 Decatur St., Cumberland
Cooper, Morris L. .... Park & North Aves,. 17
Cragg, James P., Jr. .... 4123 Frederick Ave., 29
Crandall, Charles R. .... 50 State Circle, Annapolis
Crozier, John A. .... 901 Curtain Ave., 18

Danoff, Abe .... 1645 E. Baltimore St., 31
Davidov, Hyman .... 900 N. Charles St., 1
Davidov, Louis .... 5115 Roland Ave., 10
Davis, Robert L. .... 327 Main St., Crisfield
Deans, John .... Princess Anne
Dembo, Julius L. .... 2200 Jefferson St., 5
Dickman, Arnold .... 2300 Edmondson Ave., 23
Diener, Nelson G. .... 4817 Pimlico Rd., 15
Dobropolski, Anthony J. .... 1730 N. Charles St., 1
Dodson, Richard C. .... Walnut & Cherry Sts., Rising Sun
Donaldson, John E. .... 77 "P" St., N. E. Washington 2, D. C.
Dorsch, Joseph U. .... 3514 Edmondson Ave., 29
Dougherty, John H., Jr. .... 370 Main St., Laurel
Drennen, J. Holly .... 8 S. Main St., Port Deposit
Drukman, Herman B. .... 6651 Belair Rd., 6
Dunn, C. G. .... Kent Island Shopping Center, Stevensville
Dunning, Charles A. .... 1030 N. Charles St., 2
Dunning, Fitzgerald .... 1030 N. Charles St., 2
Dunning, H. A. B. .... 1030 N. Charles St., 2
Dunning, H. A. B., Jr. .... 1030 N. Charles St., 2

Eckhardt, Henry .... 301 Marydell Rd., 29
Eldridge, Arthur C. .... 7200 North Point Rd., Sparrows Point
Elsberg, Milton L. .... 8016 New Hampshire Ave., Hyattsville
Englander, Clinton W. .... 8 Alder St., Oakland

Fainberg, Alvin Jay .... 7054 Marlboro Pike, District Heights
Fedder, Donald .... 201 Wise Ave., Dundalk 22
Fedder, Eli .... 1210 Reisterstown Rd., Pikesville 8
Feldman, Charles W. .... 1535 W. Lexington St., 23
Fink, Francis T. .... Martin Blvd. & Compass Rd., Middle River
Finkelstein, Karl H. .... 300 Main St., Laurel
Fisher, Edward H. .... 105 S. Baltimore Ave., Ocean City
Fisher, George I., Jr. .... 1929 Virginia Ave., Hagerstown
Fitzsimmons, Milton J. .... Ellicott City
Fogg, Frank E. .... 216 Market St., Denton
Ford's Drug Stores, Inc. .... Cumberland
Foss, Noel E. .... School of Pharmacy, U of M, 32 S. Greene St., 1
Foster, Carroll Pross .... 6327 Belair Rd., 6
Fraase, Erwin E. .... 4021 Main St., Upper Marlboro
Freed, Irving .... 930 Whitelock St., 17
Freitag, H. Homer .... 212 E. Cross St., 30
Friedman, Albert .... 1003 S. Sharp St., 30
Friedman, Gilbert I. .... 1531 Madison Ave., 17
Friedman, Milton A. .... 100 S. Poppleton St., 1
Friedman, Nathan J. .... 701 N. Gay St., 2
Futterman, Mrs. Lillian .... 1401 E. North Ave., 13

Gaboff, Benjamin ....20 N. High St., 2
Gadol, Ellis ....10128 Colesville Rd., Silver Spring
Gaine, Jerome ....2838 Edmondson Ave., 23
Gakenheimer, Albert C. ....Cockeysville
Gardner, Michael F. ....253 S. Washington St., 31
Gaver, Paul G. ....100 W. University Parkway, 10
Getka, Joseph F. ....8th & D Sts., Sparrows Point 19
Glaser, Abraham E. 1014 Wilson Point Rd., Middle River 20
Glaser, Louis L. ....511 Avondale Rd., Dundalk 22
Gleiman, Irvin J. ....1939 Madison Ave., 17
Gluckstern, Wilfred H. ....2443 E. Monument St., 5
Glushakow, Jacob ....2244 Annapolis Rd., 30
Goldberg, Irving ....5562 Silver Hill Rd., District Hgts.
Goldfeder, Harold M. ....5620 Kenilworth Ave., Riverdale
Golditch, Henry M. ....2447 E. Preston St., 13
Goldman, Harold K. ....1301 W. North Ave., 17
Goldstein, Albert ....6112 Central Ave., Capitol Heights
Goldstein, Sam A. ....1100 N. Calhoun St., 17
Goodman, Leon ....524 N. Gay St., 2
Gordon, Jack B. ....1801 W. Pratt St., 23
Gordy, Howard L. ....313 E. Main St., Salisbury
Greenberg, Harry ....5451 Belair Rd., 6
Greenberg, Leon ....Old Annapolis Rd., Severna Park
Greenberg, S. W. ....4692 Suitland Rd., Washington 20, D. C.
*Greif, Julius ....1831 W. Mosher St., 17
Grubb, John E. ....11181 Viers Mill Rd., Wheaton

Hahn, Albert G. ....324 W. Saratoga St., 1
Handelman, Louis ....1001 N. Charles St., 1
Hanks, Carleton W. ....221 Maryland Ave., Cumberland
Harbaugh, Arthur C. ....872 Mulberry Ave., Hagerstown
Harman, Richard T. ....5606 Main St., Elkridge 27
Harris, Morris ....5119 Queensbury Ave., 15
Hayes, Gus C. ....1538 W. Baltimore St., 23
Hayman, Albin A. ....Main & Lake Sts., Salisbury
Heer, Wilmer J. ....2724 Harford Rd., 18
Heller, Lawrence ....La Plata, Md.
Henderson, Marvin W. ....7401 Harford Rd., 14
*Hill, William David ....30 E. Dover St., Easton
Hilliard, M. Evans ....4943 Belair Rd., 6
Holcomb, Chester A., 4707 Marlboro Pike, S. E., Washington 27, D.C.
Hopkins, Charles H. ....7 York St., Taneytown
Horne, Peyton N. ....32 N. Washington St., Easton

Israelson, Rubin H. ....2301 Hollins St., 23

Johns, Basil P. ....Marion Station
Johnson, Clyde G. ....Somerset Ave. & Prince William St.,
Princess Anne
Johnson, Jerome H. ....5926 Riggs Rd., Hyattsville

Kamenetz, Irvin ....6913 Belair Rd., Overlea 6
Kaminski, Felix H. ....3138 O'Donnell St., 24
Kammer, William H. ....701 W. Preston St., 2
Kantner, Leahmer M. ....2016 Park Ave., 17
Karlin, David ....3446 Park Heights Ave.
Karr, William Stanley ....9515 Harford Rd., Carney 14
Kaufman, Stanley L. ....911 Beechfield Ave., 29
Kaufmann, Frank A. ....401 York Rd., Towson 4

* Deceased

Keech, Robert P.	600 Virginia Ave., Cumberland
Kellough, Elmer R., Jr.	501 Decatur St., Cumberland
Kerpelman, Isaac E.	722 S. Salisbury Blvd., Salisbury
Kirson, Jerome	743 N. Central Ave., 2
Kitchin ,William Y.	60 West St., Annapolis
Klavens, Elmer	800 W. Fayette St., 1
Klavens, Sidney R.	1117 Light St., 30
Klimen, S. E.	8218 Wisconsin Ave., Bethesda 14
Kline, Bernard B.	8309 Grubb Rd., Silver Spring
Klingel, Mrs. R. M.	101 Cheapside St., 2
Klotzman, Alfred	1041 Edmondson Ave., 23
Knepper, F. C.	Green & Water Sts., Cumberland
Koons, George S.	31 Concocheague St., Williamsport
Kramer, Leonard H.	442 E. North Ave., 2
Kramer, Morris	1801 W. Lexington St., 23
Krantz, John C., Jr.	7824 Ellenham Ave., Ruxton 4
Kraus, L. H.	400 S. Division St., Salisbury
Krieger, Max A.	7810 Harford Rd., 14
Kriger, Benjamin	532 N. Charles St., 1
Kronthal, Jacob L.	2444 E. Biddle St., 13
Kroopnick, Godfrey D.	930 Whitelock St., 17
Krucoff, Maxwell A.	1300 N. Fremont Ave., 17
Krusniewski, B. A.	901 Eastern Ave., Essex 21
Lachman, Bernard B.	5024 Park Heights Ave., 15
Lamkin, Howard C.	1337 W. Lombard St., 23
Lathroum, Leo B.	735 E. 20th St., 18
Latona, Salvatore J.	4007 34th St., Mt. Rainier
Lavin, Sol	Reisterstown, Md.
Lawlor, Henry William	Charles & Kent St., La Plata
Layden, William	2140 W. Baltimore St., 23
Lazarus, Leon J.	401 Eastern Ave., 21
Lebson, David	4605 Edmondson Ave., 29
Lemler, Abraham A.	1401 W. Lanvale St., 17
Levin, Barry S.	2101 Garrison Blvd., 16
Levin, Bernard	910 Leeds Ave., 29
Levin, Harold P.	537 E. 41st St., 18
Levin, Norman J.	1407 Reisterstown Rd., Pikesville 8
Levin, Theodore	Poplar Grove & Lafayette Ave., 16
Levinson, Henry	721 Poplar Grove St., 16
Levitis, Louis	11401 Georgia Ave., Silver Spring
Leyko, Gregory W. A.	2501 W. Baltimore St., 23
Libowitz, Aaron M.	4901 Belair Rd., 6
Lichter, George	4709 Garrison Blvd., 15
Lillich, Mrs. Anna L.	3 Center Place, Dundalk 22
Lindenbaum, Albert	101 St. Helena Ave., 22
Lindenbaum, Louis	515 Camp Meade Rd., Linthicum Heights
Lindenbaum, Morris	Reisterstown
Lohmeyer, Lloyd W.	390 W. Main St., Crisfield
Lutz, John G.	1600 N. Gay St., 13
Lynn, Norman B.	226 E. Diamond St., Gaithersburg
Lyon, G. Taylor	330 St. John St., Havre de Grace
McCagh, Edward	101 N. Centre St., Cumberland
McComas, J. Ross	8642 Loch Raven Blvd., Towson 4
McDuffie, George E.	10620 Georgia Ave., Silver Spring
McMichael, James E.	911 E. Old Town Rd., Cumberland
Macek, Frank J.	1736 Aliceanna St., 31
Macks, Ben H.	436 Eastern Ave., Essex 21
Maisenhalder, Edward C.	21 S. Main St., Belair
Malanowski, Benedict C.	2245 Eastern Ave., 31

Malone, William W.	Main St., Hancock
Manheimer, Raymond B.	2502 Eutaw Place, 17
Marcus, Michael	2021 W. Pratt St., 23
Marek, Anton C.	701 N. Lakewood Ave., 15
Markley, Edward B.	3701 Falls Rd., 11
Martin, Lester R.	R.D. No. 1, Cumberland
Mask, Jerome	2701 Old North Point Rd.
Mendelsohn, Israel	4111 W. Belvedere Ave., 15
Mercer, Victor G.	12 N. Market St., Frederick
Messina, Julius A	3405 Belair Rd., 13
Meyers, Max B.	8302 Liberty Rd., 7
Miller, L. Dudley	105 W. Redwood St., 1
Morgenroth, Victor H., Jr.	3700 Edmondson Ave., 29
Morgenstern, William A.	6328 Windsor Mill Rd., Woodlawn 7
Mouat, Gordon A.	3300 Greenmount Ave., 18
Murphy, Jerome E.	17 W. Chase St., 1
Myers, Lyndon B.	Mount Airy

Neun, Charles J.	4800 Roland Ave., 10
Neun, Charles J.	301 E. Baltimore St., 2
Newman, David	Union Ave. & Franklin St., Havre de Grace
Nitsch, Charles A.	Frederick & Newburg Aves., 28
Norris, Earl M.	4706 Liberty Heights Ave., 7

Ogrinz, Alexander J., Jr.	3300 Greenmount Ave., 18
O'Hara, John J.	2200 Fulton Ave., 17
Oken, Louis E.	6701 Harford Rd., 14

Packett, W. Harold	8551 Connecticut Ave., Chevy Chase
Padussis, Anthony G.	6510 O'Donnell St., 24
Palmer, Mathias	8642 Loch Raven Blvd., Towson 4
Papiermeister, Joseph	Damascus
Parker, James A. I.	3739 Kensington-Wheaton Rd., Kensington
Parks, Isadore Jack	7 E. Lexington St., 2
*Parrish, Paul T.	7621 Bellona Ave., Ruxton 4
Passaro, Edward J.	6510 O'Donnell St., 24
Patterson, Walter J.	4123 Frederick Ave., 29
Pearlman, William L.	3102 W. North Ave., 16
Pelovitz, Nathan G.	1713 Edmondson Ave., 28
Peoples Drug Stores, Inc.	77 "P" St., N.E., Washington, 2, D. C.
Petralia, Anthony J.	4901 Frankford Ave., 6
Pfeifer, C. Edward	1201 Light St., 30
Pilson, R. A.	New Windsor, Md.
Pinsky, Herman H.	430 E. Baltimore St., 2
Pollack, Morton L.	Charles & 34th Sts., 18
Popluder, Nathan	2610 Harford Rd., 18
Porterfield, M. Perry	113 W. Washington St., Hagerstown
Portney, Samuel	551 N. Fulton Ave., 23
Proudfoot, Robert E.	56 Second St., Oakland
Provenza, Stephen J.	101 W. Read St., 1

Raichlen, Sam I.	3300 Keswick Rd., 11
Rasinsky, Milton	30 W. Main St., Westminster
Reads Drug & Chemical Company	1300 Race St., 30
Rettaliata, Leo C.	2200 N. Charles St., 18
Reznek, Paul	Prince George Ave. & Balto. Blvd., Beltsville
Richardson, Lloyd N.	1 N. Main St., Bel Air
Richman, Philip	90 West St., Annapolis
Roberts, William P.	2035 Park Ave., 15

* Deceased

Rochester, Harry L.	5212 Reisterstown Rd., 15
Rodowskas, Christopher A.	616 Patapsco Ave., 25
Rosenthal, Alvin	3529 Dolfield Ave., 15
Rossberg, Charles Jr.	2526 Washington Blvd., 30
Rudman, Melvin H.	554 E. Fort Ave., 30
Rudo, Herbert B.	5812 Eastern Ave., 24
*Rutkowski, Edward Vincent	743 S. Conkling St., 24

Sabatino, Louis T.	8301 Harford Rd., 14
Saks, Joseph M.	214 E. Montgomery Ave., Rockville
Sama, Mario	8019 Philadelphia Rd., 6
Santoni, David A.	3520 E. Lombard St.
Santoni, Henry A.	4301 Belair Rd., 6
Sappe, Milton J.	1184 Washington Blvd., 30
Sapperstein, Edward J.	449 E. 25th St., 18
Sapperstein, Jacob H.	Cockeysville
Sapperstein, Louis	241 N. Lakewood Ave., 24
Sarubin, Milton	97 Main St., Ellicott City
Savage, Walter Thomas	5 Main St., Berlin
Schmidt, Charles J.	1600 S. Charles St., 30
Schmidt, George M.	Elkton, Md.
Schmitt, Fred J.	55 E. Main St., Westminster
Schnaper, Morton J.	6900 Arlington Rd., Bethesda, 14
Schrader, Harry L.	347 S. Smallwood St., 23
Schucalter, Harry B.	920 Washington Blvd., 30
Schulte, F. W., Jr.	685 Washington Blvd., 30
Schumer, Jack	1200 Pennsylvania Ave., 17
Schuster, John N.	3701 Belair Rd., 13
Schwartz, Nathan	1100 West St., Annapolis
Schwartz, Theodore	1561 N. Fulton Ave., 17
Schwatka, W. Herdman, Jr.	600 Sussex Rd., Towson 4
Sears, Edward D.	Kingsville, Md.
Seechuk, William W.	5814 Belair Rd., 6
Seidel, Harry N.	Connecticut & Knowles Ave., Kensington
Seidman, Henry G.	7201 Harford Rd., 14
Serpick, Jacob	St. Paul & 21st St., 18
Shalowitz, Marion	5416 Annapolis Rd., Bladensburg
Shank, Earl E., Jr.	W. Main St., Emmitsburg
Shaw, Frank M.	147 Market St., Pocomoke City
Shenker, Morris	1027 West Way, Glen Burnie
Shields, Arthur P.	6410 Frederick Ave., 28
Shpritz, Stuart	864 W. North Ave., 17
Siegel, Harold	624 Cherry Hill Rd., 25
Silberg, Harvey G.	1800 E. Monument St., 5
Silverman, Albert M.	3325 E. Baltimore St., 24
Singer, Isadore	300 Main St., Laurel, Md.
Smith, Mrs. Amelia	108 Main St., Annapolis
Smith, Bernard T.	Charles St. & Biddle, 1
Smith, Joseph I.	26 S. Hilton St., 29
Smulson, Mrs. Lillian	299 Willow Spring Rd., Dundalk, 22
Sober, Norman	921 Patapsco Ave., 25
Sollod, Melvin J.	9601 Brunett Ave., Silver Spring
Sollod, Sylvan Jay	635 E. Fort Ave., 30
Solomon, Samuel	1342 Pennsylvania Ave., 17
Solomon, Simon	1342 Pennsylvania Ave., 17
Sowbel, Irving	938 E. Preston St., 2
Standiford, Isaac W.	15 Belair Ave., Aberdeen
Sterling, Elmer W.	Church Hill
Stiffman, George J.	1001 N. Charles St., 1
Stiffman, Jerome A.	2914 E. Oliver St., 13

* Deceased

Stofberg, Charles	5658 The Alameda, 12
Stofberg, Robert	1401 E. Cold Spring Lane, 12
Stoler, Myer	101 N. Ellwood Ave., 24
Sullivan, Fred G.	5802 Baltimore Ave., Hyattsville
Sun Ray Drug Co.	Baltimore
Sussman, Hyman J.	3601 Park Heights Ave., 15
Sussman, Sidney	3927 Park Heights Ave., 15
Swain, Robert L.	330 W. 42nd St., New York 36, New York
Swiss, Frank L.	3001 E. Monument St., 5
Taetle, Herman	4301 Randolph Rd., Silver Spring
Thompson, J. West	Centreville
Tompakov, Sylvan	7004 Reisterstown Rd., 15
Truitt, James W., Jr.	102 N. Main St., Federalsburg
Ulman, Bernard	314 Light St., 2
Vodenos, Philip N.	Timonium, Md.
Vojik, Edward C.	900 S. Ellwood Ave., 24
Wagner, Albert D.	45 Main St., Westernport
Wagner, Charles H.	5500 Harford Rd., 14
Wagner, George W.	45 Main St., Westernport
Wagner, Karl G.	2701 Hammonds Ferry Rd., Lansdowne 27
Wagner, Raphael H.	502 W. Cold Spring Lane, 10
Walb, Winfield A.	6002 Harford Rd., 14
Walker, Carl	Indian Head, Md.
Wannenwetsch, John F.	4123 Frederick Ave., 29
Warfield, H. Nelson	7025 Plymouth Rd., Pikesville 8
Webster, S. Earl	24 Poplar St., Cambridge
Weiner, Solomon	5501 Reisterstown Rd., 15
Wertheimer, Samuel	33 N. Liberty St., Cumberland
Whelan Drug Company	130 W. 42nd St., New York, N. Y.
White, Edward Riall, Jr.	119 W. Main St., Salisbury
Whitesell, Reese E.	238 N. Market St., Frederick
Whittemore, Edwin	801 W. 36th St., 11
Whittlesey, W. H.	7135 Wisconsin Ave., Bethesda
Wich, Carlton E.	307 N. Ellwood Ave., 24
Wich, Henry E.	1230 N. Stricker St., 17
Wiener, Maurice	3450 Wilkens Ave., 29
Williams, William O.	6305 Alameda, 12
Wilson, Edward C.	149 Market St., Pocomoke City
Winn, Solomon	2540 E. Fayette St., 24
Wolf, G. Ernest	6901 Belair Rd., Overlea 6
Yaffe, Morris R.	2707 Spencer Rd., Chevy Chase
Yaffe, Stanley Jay	1504 15th St., Odenton
Yankeloff, Louis G.	1801 E. Eager St., 5
Young, Charles L.	Ellicott City
Zentz, Milton E.	5460 Park Heights Ave., 15
Zervitz, Max	1300 N. Caroline St., 13

ASSOCIATE MEMBERS

Abramson, Alfred	5451 Fairlawn Ave., 15
Appel, William J.	Goose Neck Rd., Royal Oak
Armstrong, Charles L.	1207 Culvert Rd., Towson 4
Baikstis, Mrs. Anda	4002 Callaway Ave., 15
Barnstein, Fred S.	3805 W. Coldspring Lane, 15
Becker, Charles	24 Oaklee Village, 29
Billian, Bernard	4064 Edgewood Rd., 15
Block, Jerome	4007 Liberty Heights Ave., 7
Bowen, Curtis A.	3901 Woodridge Rd., 29
Bower, Martin R.	1455 Kirkwood Rd., 7
Brill, Phyllis W.	2302 Sulgrave Ave., 9
Brodsky, Emmanuel M.	3907 Fordleigh Rd., 15
Budacz, Frank M.	1744 Eastern Ave., 31
Buppert, Hobart C.	Rt. 2 Box 137, Pasadena
Carls, Mark D.	2504 Limestone Rd., Wilmington 8, Delaware
Chankin, Norman	C-1101 Presidential Apts, Phila. 31, Penna.
Cohen, Gilbert	2907 E. Wynham Ave., 16
Cohen, Samuel C.	2735 Cylburn Ave., 15
Cohen, Samuel H.	3761 Columbus Drive, 15
Cohn, Harry R.	12 Patapsco Ave., 22
Cole, S. Charles	3822 Ridgewood Ave., 15
Colvin, Ralph M.	204 E. Biddle St., 2
Cooper, Miss Jane C.	Chestertown
Crane, Richard R.	6007 Eurith Ave., 6
Dagney, Edward B.	3718 Kimble Rd., 18
Deckelbaum, Max	6506 Baythorn Rd., 9
DeDominicis, Miss Amelia C.	2621 E. Madison St., 5
Dembeck, Walter D.	27 N. Milton Ave., 24
Dickstein, Benjamin	6608 Dalton Drive 7
Dreyer, Frederick W., Jr.	4506 Wentworth Rd., 7
Dunbar, Ruth	P. O. Box 52, Versailles, Kentucky
Dyott, William H.	RD 4, Annapolis
Edelen, James A.	5115 Frederick Ave., 29
Edenfield, Charles, Sr.	2806 List Ave., 14
Edwards, Webster K.	817 Hilltop Drive, Cumberland
Eustice, R. C., Jr.	526 Silver Spring Bldg., Silver Spring
Feit, Leon	3921 Norfolk Ave., 7
Feldman, Morris	2901 Whitney Ave., 15
Fine, Jerome L.	706 W. French Place 3, San Antonio, Texas
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Folckemmer, C. W.	2011 Northbourne Rd., 14
Franzoni, F. Royce	3508 N. Abingdon St., Arlington, Va.
Friedman, Julian M.	3220 Fallstaff Rd., 15
Frieman, Jack	928 Whitelock St., 17
Gehring, J. William	5620 Greenspring Ave., 9
Glennan, Harry E.	3102 Acton Rd., 14
Goldberg, Marvin H.	2803 Waldorf Ave., 15
Goldscheider, Henry H.	2511 Eutaw Place, 17
Goldstein, Samuel W.	3904 Woodhaven Rd., 16
Gould, Clarendon Lloyd	201 Somerset Ave., Cambridge
Greenfeld, David	6301 Shelrick Drive, 9

Grossman, Isaac William ....24 Brightside Ave., Pikesville 8
Gruz, Nathan I. ....5817 Merville Ave., 15

Haase, Charles A. ....6110 Marlora Rd., 12
Hack, Morris B. .... 3604 Fairview Ave., 16
Hager, George P. ....404 Vassar Ave., Swarthmore, Penna.
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Havranek, Robert E. .... 2925 N. Charles St., 18
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Helm, Emory G. ....27 Delrey Ave., 28
Hendelberg, I. J. ....4000 Rosecrest Ave., 5
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Holmes, Everett J. .... 3318 Spaulding Ave., 15
Holthaus, Robert Walter ....604 S. Hammonds Ferry Rd.,
Linthicum Hgts.

Ichniowski, Casimir T. ....705 Linnard St., 29
Ichniowski, William ....1656 Shadyside Rd., 18

Jackson, Walter W. ....2002½ Edmondson Ave., 28
Jeppi, Samuel P. ....522 Overdale Rd., 29
Jones, A. W. ....4740 Bradley Blvd., Chevy Chase
Jones, William Bowen...............2810 Park View Terrace, 14

Kahler, Mrs. Grace ....2626 W. Cold Spring Lane, 15
Keehner, Raymond .... 3112 Juneau Place, 14
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Kelly, Thomas J. ....1339 Meridene Drive 12
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Klatsky, Stanley A. ....5414 Fairlawn Ave., 15
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Klotzman, Robert H. ....Great Falls AF Base, Montana
Koenig, Frederick W. ....3915 Overlea Ave., 6
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McTeague, Charles J. ....609 Fairway Drive, Towson 4
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Mayer, Alexander M. ....3335 Dolfield Ave., 15
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Pivec, John James .... 323 St. Dunstans Rd., 12
Plotkin, Richard D. .... 2512 Forest Park Ave., 15
Pruss, Thaddeus P. .... 904 Fagley St., 24
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Rockman, Morris .... 3702 Copley Rd., 15
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Rosenstein, Aaron .... 4005 Penhurst Ave., 15

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Schneider, Edwin J. .... 3206 Glen Ave., 15
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Seward, William Webster .... Berlin, Md.
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Sinker, Robert S. .... 137 Hawaii Ave., Washington, D. C.
Sollod, Joseph A. .... 3915 Dolfield Ave., 15
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Strauch, Joseph .... 1626 Northbourne Rd., 12
Strauss, Leo .... 4437 S. 1st St., Arlington 4, Virginia
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Surell, Howard S. .... 6806 Cherokee Drive, 9

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Tenberg, David P. .... 3008 W. Rogers Ave., 15

*Vogel, George W. .... 4412 Ethland Ave., 7
Vogel, Walter W. .... 3100 St. Paul St., 18

Walsh, Richard J. .... 10108 Georgia Ave., Silver Spring
Waltz, George H. .... 3816 Grantley Rd., 15

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Weinberg, Sydney G.	5806 Dale Rd., 9
Wesolowski, Frank J.	907 Fairway Drive, 4
West, Henry A.	Rt 5, Frederick
Wharton, John C.	713 Alvin Ave., Salisbury
Wille, Harry R.	306 Marydell Rd., 29
Williamson, Jack	7506 Finns Lane, Lanham
Wolfe, James J.	313 E. 30th St., 18
Yarmack, Morris H.	1331 Ft. Stevens Dr., N.W., Washington 11, D.C.
Zappulla, Santo A.	206 S. Exeter St., 2
Zink, William P. Sr.	Rocks

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Gerber, Robert	3191 Queens Chapel Rd., Mt. Rainier
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E. Donald Spedden ....3710 Barrington Road, 15
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Norval G. (Murray Coates) Spurrier........R.F.D. 1, Glenelg, Md.
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INDEX

	Page
Addresses:	
Frank J. Macek—Presidential	63
David B. Stiles—Prescription Survey	72
75th Anniversary Historical Presentation:	
Francis S. Balassone	112
Joseph Cohen	90
B. Olive Cole	90
Noel E. Foss	110
Theodore G. Klumpp	105
Robert L. Swain	99
Articles of Incorporation	143
Banquet	131
Code of Ethics	144
Committees 1957-1958	141
Committee Reports:	
Building—John F. Wannenwetsch, Chairman	20
Civil Defense—Gregory W. A. Leyko, Chairman	37
Executive—Hyman Davidov, Chairman	18
Fair Trade—Simon Solomon, Chairman	39
Finance—Gordon A. Mouat, Chairman	12
Legislative—Frank Block, Chairman	32
Nominating—Hyman Davidov, Chairman	113
Pharmacy Week—Victor H. Morgenroth, Jr., Chairman	36
Professional Relations—Stephen J. Provenza, Chairman	21
Public Relations—Charles E. Spigelmire, Chairman	24
Publications—Walter E. Albrecht, Chairman	30
Resolutions—Noel E. Foss, Chairman	122
School of Pharmacy—John F. Wannenwetsch, Chairman	28
Social—Norman J. Levin, Chairman	8
Constitution and By-Laws M.P.A.	146
Constitution and By-Laws B.R.D.A.	154
Constitution and By-Laws T.A.M.P.A.	158
Foreword	5
In Memoriam	140
Members of Association, Active, List of	190
Members of Association, Affiliate, List of	200
Members of Association, Associate, List of	197
Members of Association, Honorary, List of	200
Members of Association, Life, List of	200
Members of TA.M.P.A., List of	201
Memorial Services	61
Narcotic Oral Prescriptions, Regulation of	137
Officers of Association 1957-1958	3
Officers of B.R.D.A. 1957	154
Officers of L.A.M.P.A. 1957-1958	134
Officers of T.A.M.P.A. 1957-1958	134
Officers of Association Since Organization	187
Officers of T.A.M.P.A. Since Organization	201
Prescription Survey	72
Registered Pharmacists, List of	162
Registered Assistant Pharmacists, List of	185
Report of:	
Executive Secretary	14
Maryland Board of Pharmacy	73
Maryland Pharmacist	11
School of Pharmacy	82
State Medical Care Program	115
Treasurer	9
Veteran's Administration Prescriptions	12
Veteran's Prescriptions, Pricing Schedule of	135

STATEMENT REQUIRED BY THE ACT OF AUGUST 24, 1912, AS AMENDED BY THE ACTS OF MARCH 3, 1933, AND JULY 2, 1946 (TITLE 39, United States Code, Section 233) SHOWING THE OWNERSHIP, MANAGEMENT, AND CIRCULATION OF

MARYLAND PHARMACIST, published monthly at Baltimore, Maryland for October 1, 1957.

1. The names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher: Maryland Pharmaceutical Association, 650 W. Lombard Street, Baltimore 1, Maryland.
Editor: Joseph Cohen, 650 W. Lombard Street, Baltimore 1, Md.
Managing Editor: Joseph Cohen, 650 W. Lombard Street, Baltimore 1, Md.
Business Manager: Joseph Cohen, 650 W. Lombard Street, Baltimore 1, Md.

2. The owner is: Maryland Pharmaceutical Association, 650 W. Lombard Street, Baltimore 1, Md.

3. The known bondholders, mortgagees, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages, or other securities are: None.

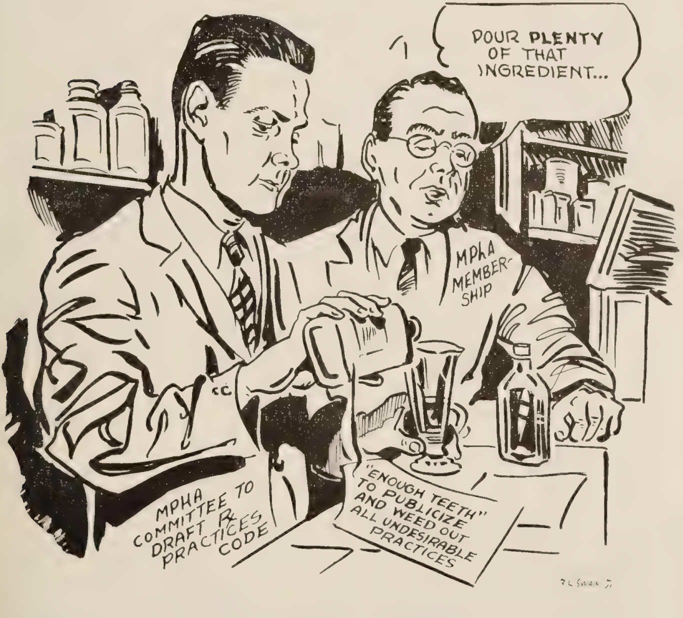
4. Paragraphs 2 and 3 include, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting; also the statements in the two paragraphs show the affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner.

JOSEPH COHEN,
Editor

Sworn to and subscribed before me this 14th day of October 1957.

KATHERINE V. SMITH

My Commission expires May 4, 1958.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MPHA MEMBERSHIP
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MPHA COMMITTEE TO DRAFT ℞ PRACTICES CODE
"ENOUGH TEETH" TO PUBLICIZE AND WEED OUT ALL UNDESIRABLE PRACTICES

THE STRONGER, THE BETTER!

Wyeth announces

A new history-making antidiarrheal

For centuries, kaolin has been the standard adsorbent in the treatment of diarrhea. Now, Wyeth introduces POLYMAGMA, containing CLAYSORB, with a demonstrated adsorptive power five times that of kaolin. POLYMAGMA exerts a proved synergistic antibiotic action against many strains of intestinal bacterial pathogens. It is potently adsorptive for the removal of irritants and bacterial toxins. It is physically protective. It is essentially free from the risk of inducing sensitization to systemic antibiotics. It is refreshingly palatable, even to the taste of the diarrhea-afflicted patient.

INDICATIONS: (1) The symptomatic treatment of diarrhea. (2) The specific treatment of bacterial diarrhea due to streptomycin- or polymyxin-sensitive organisms.

DOSAGE: Adults—4 teaspoonfuls (20 cc.) 3 or 4 times daily according to response. Infants and Young Children —2 teaspoonfuls (10 cc.) 3 times daily according to weight and response.

SUPPLIED: Bottles of 8 fl. oz.

YOUR COST: $4.75 (based on minimum direct order)

is ready for prescription demand!

Stock now!

Polymagma*

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Wyeth
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Dihydrostreptomycin Sulfate, Polymyxin B Sulfate, and Pectin with Claysorb* (Activated Attapulgite, Wyeth) in Alumina Gel

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when they ask for

"Something for a Cough"

REM

POWERFULLY ADVERTISED

to give relief right away!

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Help support this promotion of your
Baltimore Retail Druggists' Association
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Maryland Pharmaceutical Association

Give Yourself a

PROFIT BREAK

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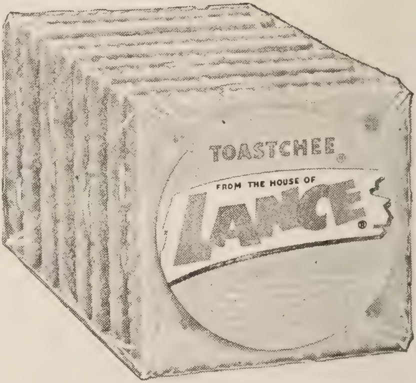
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ICE CREAM CONES

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40%

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WHO USE AN
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PROPHYLACTIC
MULTIVITAMIN
PREPARATION,
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When you display and push this recognized leader in the daily maintenance field, you are helping to keep the vitamin business in the drug store, the ethical home for ethical pharmaceuticals.

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Tops in Quality!
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Meadow Gold
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3 PRODUCTS THAT EARN THEIR SHELF SPACE

3 Lederle vitamin stand-outs... packaged for extra customer appeal

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HIGH POTENCY VITAMIN AND MINERAL SUPPLEMENT LEDERLE

New **"Total Effect"** Nutritional Supplement

Actually **six** nutritional formulas in one, new GEVRAL-T is unequalled for potent, comprehensive support in debilitated patients. Attractive, on-the-table jar encourages regular dosage... repeat sales.

Jubilee Jar of 100 capsules.

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Favorite Family Vitamin

An established winner at the vitamin counter, this comprehensive 14-vitamin and 11-mineral formula is selling faster than ever in the attractive Jubilee Jar of 100 capsules.

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Appealing Nutritional Tonic ...Chilled, Plain or "On the Rocks"

A popular change-of-pace in vitamin-mineral support, that doubles as an effective appetite stimulant... strikingly packaged in a new Decanter Bottle of 16 fl. oz.

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BROMO-SELTZER

BROMO SELTZER
Headaches Upset Stomach
BROMO SELTZER
Headaches Upset Stomach

New sales, new profits for druggists, as famous headache remedy invades field of upset stomach!

1.

Bromo-Seltzer for UPSET STOMACH!

Medical research shows Bromo-Seltzer, famous for headache relief, works fast for upset stomach, too! Backed by heavy advertising, this proven use of Bromo-Seltzer will bring you new sales, new profits and double your customers' demand for this highly profitable item!

2.

Bromo-Seltzer for HEADACHES!

"Best for 9 out of 10 headaches" is the powerful theme behind Bromo-Seltzer's big, new campaign on headache. Backed by medical research, this compelling new advertising campaign will boost your sales, your turnover and your profits on Bromo-Seltzer!

TWO BIG TV SHOWS!

Your Hit Parade

One of TV's really great shows! Four big stars:
Dorothy Collins, Gisele MacKenzie, Snooky Lanson,
Russell Arms . . . latest song hits . . . . gay dancing . . .
brilliant staging! Channel 13, Baltimore, 10:30 p.m. Saturdays.
Channel 4, Washington, 7 p.m. Fridays.

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Each week star salesman Truman Bradley speaks for Bromo-Seltzer
on "Science Fiction Theatre"—an intriguing half hour show
that reaches deep into the realm of the unknown.
Channel 11, Baltimore, Sundays at 10:30 p.m.;
Channel 7, Washington, Sundays at 6:00 p.m.

Introducing:

AN IMPORTANT NEW DRUG

50 TABLETS
ROBAXIN
TRADE MARK
Brand of Methocarbamol)*
Each tablet contains:
0.5 Gm.
3-(o-methoxyphenoxy)
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Caution: Federal law prohibits dispensing without prescription.
*U. S. Pat. No. 2770649
A. H. ROBINS CO. INC.
RICHMOND, VIRGINIA

An outstanding Robins *research discovery*

Robaxin®

(Methocarbamol Robins, U. S. Pat. No. 2770649)

for skeletal muscle relaxation

ROBAXIN—an entirely new drug—was synthesized in the Robins Research Laboratories, and has been exhaustively studied for five years. It ushers in a new era in skeletal muscle relaxation for the physician—and *a new era in prescription business in this category for you.*

Note the significant advantages of ROBAXIN:

- **Highly potent—and long acting**
- **Virtually free of adverse side effects**
- **Does not reduce normal muscle strength or reflex activity**
- **Beneficial in 94.4% of cases tested**

The ROBAXIN story is being hammered home to the physicians in your area this month through intensive promotion; and a heavy demand for this new skeletal muscle relaxant is inevitable.

But don't *you* relax! Prepare for it right now with an ample stock.

INDICATIONS: Acute back pain associated with: (a) muscle spasm secondary to sprain; (b) muscle spasm due to trauma; (c) muscle spasm due to nerve irritation; (d) muscle spasm secondary to discogenic disease and postoperative orthopedic procedures; and miscellaneous conditions, such as bursitis, fibrositis, torticollis, etc.

HOW SUPPLIED: ROBAXIN Tablets (white, scored), each containing 0.5 Gm. methocarbamol. Bottles of 50 and 500.

Robaxin for superior relief

A. H. ROBINS CO., INC., RICHMOND 20, VA.
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NOW, FROM ROBINS, A NEW AND UNEXCELLED ANTIHISTAMINE
Dīmetane
it's easy to remember Dī' me tane

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why Dīmetane can bring new life to your antihistamine Rx volume
» it's a new and unexcelled antihistamine: Milligram for milligram, DIMETANE potency is unexcelled. DIMETANE has a therapeutic index unrivaled by any other antihistamine—a relative safety unexceeded by any other antihistamine. DIMETANE, even in very low dosage, has been effective when other antihistamines have failed. Drowsiness, other side effects have been at the very minimum. *» it's now being intensively advertised and detailed to develop its fullest profit potential for you fast!*

Packaging: **Dīmetane Extentabs®** to protect the allergic patient for 10-12 hours on just one tablet: 12 mg. each, bottles of 100 and 500.

Dīmetane Tablets to provide supplementary antihistaminic protection during periods of extra stress, or for standard t.i.d. therapy: 4 mg. each, bottles of 100 and 500.

Dīmetane Elixir to provide potent, well tolerated antihistamine therapy for the very young and those patients better maintained on this really good-tasting elixir: 2 mg. per teaspoonful (5 cc.), bottles of 1 pint.

Robins

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New forms of insurance coverage now available offer increased protection, simplicity of handling plus premium savings.

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TOPS IN QUALITY—TOPS IN POPULARITY

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Recognized from coast to coast for their exceptional quality, delicious flavor and tempting variety, Schrafft's Chocolates enjoy an ever-increasing demand from the candy-loving public.

They are backed by a continuing program of full-color advertisements in the Saturday Evening Post, plus outstanding point-of-sale display material.

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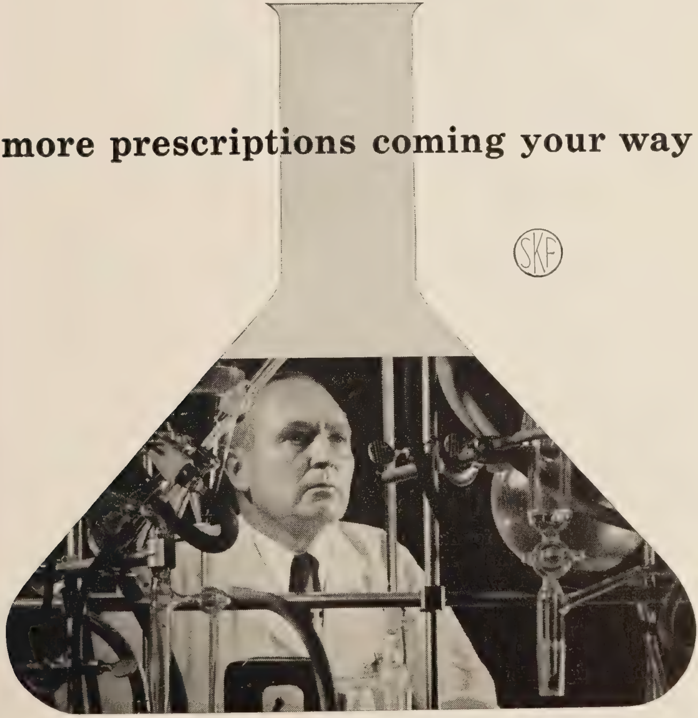
more prescriptions coming your way



. . . then you're not from Laredo?

"Never been to Texas in my life. I run a drug store in Atlanta, G.A."

Why the ten-gallon hat?

"Secret compartment for spending money."

U-m-m-m. Oil well on the side?

"Nope — a Sealtest fountain on the side, and near the rear. Pulls 'bar flies' through every department in my store."

And you're getting rich off that?

"Doing all right. Folks keep coming back for Sealtest's *quality* ice cream. Buy lots of other stuff, too."

Sounds like a hot deal.

Could you cut me in?

"Sure — I've got *my* neighborhood sewed up. Just call your local Southern Dairies salesman. He'll give you the low-down on high fountain profits."

sells
your
store...

Sealtest
TRADE MARK
ICE CREAM

Making Store Traffic Produce

One of the greatest problems the retail druggist still faces, in common with all retailers, is not how to attract more people to his store, but how to secure a bigger share of the spending-money from the people his store is already attracting. That may be only another way of describing the ever-present need for more effective merchandising but it does serve to put the spotlight on the consequences of ineffective merchandising.

The fact is that even in the most successful stores, too many customers fail to spend as much as they would have, had the display, selling, and other merchandising techniques been more effective. No matter how much traffic a store may draw, or how profitable the operation may be, many of the customers walk out with dollars in their pockets which they would have spent right there. The store had what the customer needed but it didn't ring a bell in her mind and so it didn't ring a bell in the store's cash register either.

Obviously you cannot expect to make a perfect score with every shopper who enters your store, but certainly no druggist is doing such a perfect job that he could not possibly make any improvements.

How to make his store's merchandising more effective is always uppermost in the druggist's mind, and never will revisions pay off better than in the months which lie directly ahead. With consumer buying now at its highest level, retail sales will reach their highest peak in the final four months of the year. But just what customers buy, and where they spend, will depend largely on how effectively merchandise is brought to their attention.

TREAT CUSTOMERS AS GUESTS

No one knows who first said, "customers should be treated the same as guests in your own home." It appeared in training manuals a long time ago and no better definition of store courtesy has yet been coined. Courtesy is simply the evidence of respect and friendliness. It's an attitude rather than a series of forms that must be carried out.

Self-service has reduced customer contact with store employees a great deal. Many customers have no real occasion to speak to anyone in the store unless she has a complaint or wants information. When this occurs, the store staff has its best opportunity to convince the customer that this is indeed a friendly store.

No matter how completely self-serviced a store may be, or how many devices are developed to speed the customer on her way, there will always be a cash register with a human being on duty. Here is one spot where courtesy and friendliness can be sold to every customer.

CALVERT DRUG CO.
901 Curtain Ave.
BALTIMORE 18, MD.

TO BE SURE!

BLUE-RIBBON

AQUAPAC **TIPPERS** **SEPTIPAC**
BLUE RIBBON **SAFETY TIPS** **GIANTS**

AMERICAN HYGIENIC COMPANY
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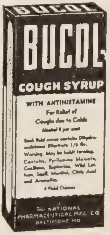
BE RATIONAL ALWAYS SPECIFY "NATIONAL"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WITH ANTIHISTAMINE
The NATIONAL PHARMACEUTICAL MFG. CO. BALTIMORE MD

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COUGH SYRUP
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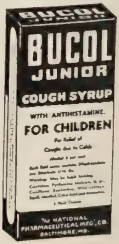
PLEASANTLY FLAVORED
LONG PROFITS ASSURED
Contains: Syr. Cocillana, Dihydrocodinone Bitartrate and Pyrilamine Maleate.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. . . are you ready for additional business?

Delvale has tremendous appeal to the school children's market, because of novelties and the largest selection of ice cream flavors. In addition, Delvale has the most modern plant and service equipment on the East Coast . . . and an established reputation for quality. These Delvale benefits are available to you. Secure very profitable ice cream business.

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Delvale®
ICE CREAM

THE HOWARD DRUG & MEDICINE CO.

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MARYLAND'S FAMOUS
CATALOGUE WHOLESALE DRUGGIST & SUNDRYMAN

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Ever Outgrows the Need for

MILK

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TRADE MARK

DAIRY PRODUCTS

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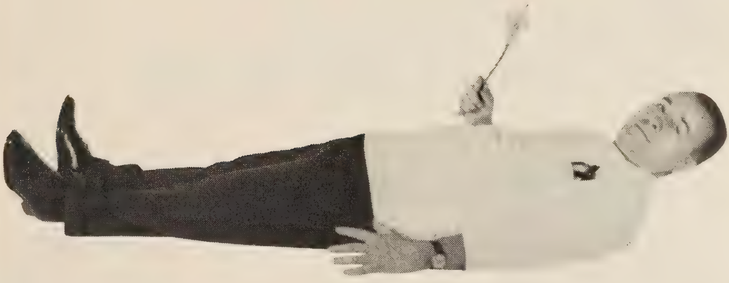

YOU'RE NOT DEAD YET

Competition is killing. Your business is under fire from non-drug outlets on every side. But right on your shelves you have the ammunition that—sure as shootin'—can bring you total and complete victory. Brand name merchandise is your sure-fire ammunition. But it's got to be the **best.** In prophylactics, Trojans are the best brand name that pharmacists depend on to win the battle of competition.

Our unremitting product improvement program, powered by consumer demand for perfection of product, packaging and service, makes Trojans one of your most effective weapons. Trojans...and the best-brands-in-other-fields that you stock...mean heavier traffic, higher sales, new customers, repeat customers, and a lively margin of protected profit for you.

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YOUNGS RUBBER CORPORATION

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on our
SALESMAN

The Gilpin man who calls on you has been selected for his trustworthiness as well as his ability. Ask his advice about your merchandise . . . he'll help you stock items that will sell quickly, please your customers and bring worthwhile profits.

Order from him in complete confidence.

THE HENRY B. GILPIN CO.
Full Line Full Service Wholesale Drug House • *Established 1845*
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A COMPLETE WAREHOUSE
AT YOUR FINGER TIPS
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ANTISEPTIC
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RINGWORM INFECTION OF THE TOES & FEET

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EXTERNAL USE ONLY

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For fast-quality service at regular prices

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"If it's for your Soda Fountain—we have it"

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Exclusive Distributors For

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DRINK
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SELL
Coca-Cola

and get extra profit on Coke
with food just for the asking!

NON-FATTENING
SUGAR FREE
½ QUART
GINGER
BE REFILLED
DIETETIC
BEVERAGE
SLIM-LINE
SUGAR FREE
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NOW!

For those who must
restrict their
sugar intake

Also

SLIM-LINE
Cherry, Orange
and Root Beer

Bottled and Distributed by

Suburban Club Carbonated Beverage Co., Inc. **ORleans 5-0100**

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7-oz. Split Size

(in 6-bottle cartons)

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Bubbles (Club Soda)

10-oz. Single Drink Size

(in 6-bottle cartons)

Golden Ginger Ale
Almond Smash, Root Beer
Orange, Lemon, Grape

Suburban
Club

1958

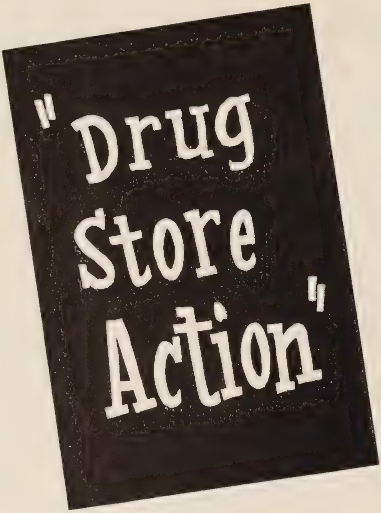
M.P.A. CONVENTION

SHELBURNE HOTEL

Atlantic City—New Jersey

Four Days of Relaxation

June 29, 30, July 1, 2, 1958



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MERCHANDISING PLAN

2 PROGRAMS WEEKLY
WBAL radio every Sunday
night 10:30 to 11:00 P.M.

WBAL-TV
Every Tuesday Morning
9:15 to 9:30 A.M.

"Drug Store Action" enlists the support of Maryland's 720 independently owned Drug Stores for approved products advertised on

WBAL and WBAL-TV
50,000 watts maximum power
dial 1090 Channel 11
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Accepted By Pharmaceutical Profession Since 1890

MANHATTAN DRUG CO.
156-158 Tillary Street
Brooklyn 1, N. Y.

Manufacturers of
DRUG SPECIALITIES
Stearns and Patch Private Label Formulas
Buyers Imprint M-D-C Label

Neo Hist Nasal Spray—Neo Hist Capsules & Table
Thriocain Lozenges—Nervtabs—Gum Jel

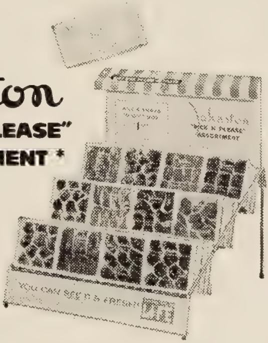
Represented by

I. M. (Irv.) Fischer, Jr.
Alhambra Apts—Lake Drive
Phone LA. 3-4624
Baltimore 17, Md.

H. R. (Hank) Bartos
Route #1
Montgomery Road
Ellicott City, Md.

Now! Hand-pick your box of candy
to please personal tastes

Johnston
"PICK 'N' PLEASE"
ASSORTMENT *



12 different trays
of fancy chocolates
to choose from

4 trays fill an attractive
two-layer gift box

*T.M. of Robert A. Johnston
Milwaukee, Wisconsin

4-tray gift box only . . . $1.50

Individual trays 39¢

FRANCHISE DISTRIBUTOR

F. A. DAVIS & SONS, INC.

119 S. HOWARD ST.

Headquarters for

HOOVEN LETTERS
ROBOTYPED LETTERS
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call

MUlberry 5-3232, 33, 34
SAratoga 7-5172, 73

D. Stuart Webb
ADVERTISING SERVICES, INC.

306 N. GAY STREET
Baltimore 2, Maryland

"Over 55 Years Service To Baltimore Druggists"

Dr. West's Toothbrushes
Davol Rubber Goods
Ace Hard Rubber Combs
Ajax Hard Rubber Combs
Devilbiss Atomizers
Camp Stationery
Lacross Manicure Implements
Millers Forge Manicure Implements
Jones Enamelware
Gillette, Gem, Razors and Blades
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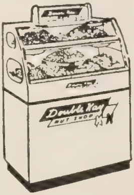
Becton Dickinson Products
Kotex, Kleenex, Modess, Yes
Tampax
Doeskin Products
Brockway Glassware
American Thermos Bottles
Sheiks-Ramses
Trojans

Miller Drug Sundry Co.
105 W. Redwood Street
Baltimore 1, Maryland

WORLD'S FINEST SALTED NUTS



Fresh From Our

Double Kay NUT SHOP
DEPARTMENT ®

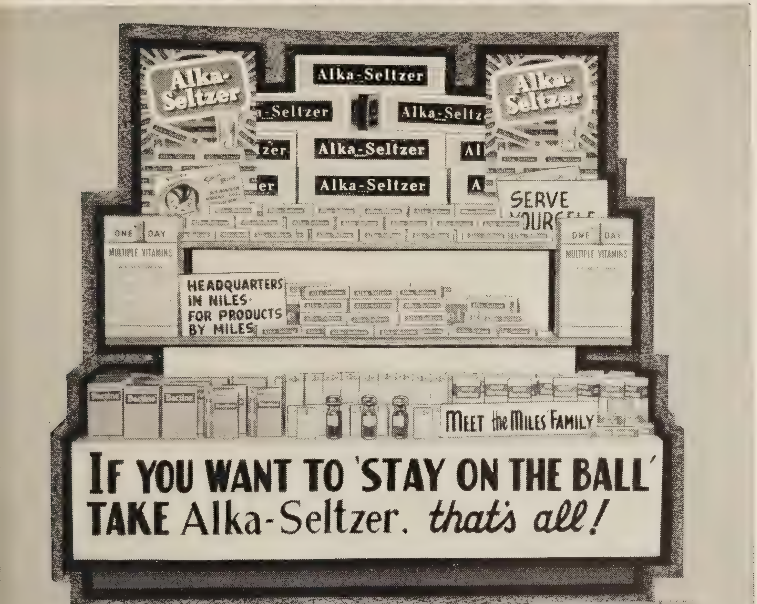
The leading drug store owners in your state will tell you the Double Kay Nut Shop is producing more sales and profits than any item in the drug store occupying similar space.

IF —— you have a clean, first-class drug store, let us reserve a Nut Shop for you.

THE KELLING NUT CO.

2800 W. Belmont Ave. Chicago 18, Illinois

$100 PROFIT-MAKING IDEA #7


Alka-Seltzer
Alka-Seltzer
Alka-Seltzer
Alka-Seltzer
SERVE YOURSELF
ONE DAY
MULTIPLE VITAMINS
ONE DAY
MULTIPLE VITAMINS
HEADQUARTERS IN NILES FOR PRODUCTS BY MILES
MEET the MILES FAMILY
IF YOU WANT TO 'STAY ON THE BALL'
TAKE Alka-Seltzer. that's all!

Miles salutes MR. FRED F. FISHER

"We used 'Multiple Selling Spots' in a special promotion of Miles products. In addition to our usual location for Miles products in the self-service section, we placed a large island display near our entrance, another display at the wrapping counter, and a third display with the cold remedies. Sales of all Miles products increased with ALKA-SELTZER sales increasing 100% at the island display, 25% at the wrapping counter, and 15% at the cold remedy section. The success of our 'Multiple Selling Spots' was due to a great measure to your advertising which pre-sells the customer. We intend to keep ALKA-SELTZER permanently displayed at the wrapping counter and with the cold remedies."

Mr. Fred F. Fisher, Economy Drug Store, 201 East Main St., Niles, Michigan.

$50.00 to Chuck Hale, wholesale salesman who services Economy Drug Store for Humiston-Keeling Company, Chicago, Illinois.

SEND IN YOUR "PROFIT-MAKING IDEA" If published by us, we'll pay you $100.00 and an extra $50.00 to your wholesale salesman. Be sure to include his name and company with your "idea". All "ideas" sent in become the property of Miles Laboratories, Inc. to be used as it sees fit.

MAIL ALL "IDEAS" TO: Miles Laboratories, Inc., Dept. TC-10, Elkhart, Indiana.

MILES LABORATORIES, INC.
ELKHART, INDIANA

Partner of the retail Druggist
for more than 70 years

Elsie is a girl you should know.

She makes money for Borden Ice Cream dealers.

And costs them nothing!

Borden's
ICE CREAM
ORleans 5-0171

THANTIS LOZENGES

first aid for throat irritations

Thantis LOZENGES

THANTIS Lozenges, the original anesthetic, antiseptic throat lozenge, is still *the leader in its field.*

THANTIS gives better relief than its many imitations because it contains Saligenin, a mild, non-irritating local anesthetic which relieves soreness.

THANTIS contains Merodicein, a highly effective, long-lasting antiseptic which combats infection.

THANTIS does not contain an antibiotic and cannot cause unpleasant side reactions in the mouth.

THANTIS has been a household word for twenty-six years and its effectiveness and safety are backed by extensive clinical and lay use over this period.

THANTIS Lozenges *displayed* at point of sale bring big returns for a *little space.*

Supplied in packages of one dozen vials of 12 lozenges each.

HYNSON, WESTCOTT & DUNNING, INC.

HWD Baltimore 1, Md.

Thantis
LOZENGES
First Aid
for throat
irritations
Thantis LOZENGES

The Warmth of Friendship

Merchandise can be MORE than merchandise. It can create a pleasant and enduring relationship between consumer and merchant.

A good commodity like Hendlers Ice Cream makes loyal friends for our dealers.

Hendlers
Ice Cream
The Velvet Kind
Family Treat

Hendlers

First name in ice cream
for over a half-century

The Maryland Pharmacist

PRACTICAL
PROGRESSIVE
PROFESSIONAL

VOLUME XXXIII NOVEMBER, 1957 No. 2

"Seasons Greetings"

All Best Wishes
for a
Merry Christmas
and
Happy New Year

Published Monthly by the
MARYLAND PHARMACEUTICAL ASSOCIATION
Subscription Price $2.00 the Year
650 W. Lombard St. • JOSEPH COHEN, Editor • Baltimore 1, Md.

At this joyous time of year when good friends like to get together—to exchange warm greetings—we, the people at Noxzema, would like to wish our friends, the druggists of Maryland, an especially

Merry Christmas...

and a *Happy New Year*

NOXZEMA CHEMICAL COMPANY
BALTIMORE 11, MARYLAND

Multicebrin
Lilly
QUALITY / RESEARCH / INTEGRITY

Sell the Vitamins
Only You Can Sell

It seems almost everyone is recommending vitamins these days...supermarket operators, door-to-door salesmen--even mail-order houses.

Confused vitamin customers often turn to you for professional advice. When they do, why not recommend a product you control exclusively, a product worthy of your recommendation--

MULTICEBRIN
(PAN-VITAMINS, LILLY)

--all things considered, your customer's best buy in the multiple vitamin field.

There's a Lilly vitamin for every need.

ELI LILLY AND COMPANY • INDIANAPOLIS 6, INDIANA, U.S.A.

PRESCRIPTIONS ARE MOUNTING FOR

PARACORT*

PREDNISONE

PARKE-DAVIS

PARACORTOL*

PREDNISOLONE

PARKE-DAVIS

Increasingly, physicians are prescribing PARACORT and PARACORTOL for patients with arthritic, rheumatic, and related disorders. Be prepared to service this market by keeping PARACORT and PARACORTOL in stock.

SUPPLIED: PARACORT and PARACORTOL are available as 5-mg. and 2.5-mg. scored tablets; bottles of 30 and 100.

*TRADE MARK

PARKE, DAVIS & COMPANY
DETROIT 32, MICHIGAN

50174

The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION
Office of Publication: 650 W. Lombard Street, Baltimore-1, Md.
SAratoga 7-0746

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... Editorial ...

Season's Greetings

As the year 1957 is fast coming to a close, perhaps we are not as cheerful as we were a year ago. The International Geophysical Year has brought with it ominous headlines. Headlines that have added new expressions to our vocabulary: Satellites; Sputniks; Mutniks; Intercontinental Ballistic Missiles; Jupiter; Thor; etc. These headlines have affected the security of the world.

The strain and stress of the times are reflected in the declarations of our leaders in government and science. Suddenly we begin to realize that perhaps all is not well. We have enough sense at least, to "sit up and take notice". The events of the day certainly forewarns us that this is no time to bandy words nor deeds. Surely this is no time for complacency.

All is not dark however. The American people are made of sterner stuff. We come from a hardy stock. Our history shows a series of successful wars, both at home and on foreign soil; good and bad economic times; extremes in employment and unemployment; progress in science, agriculture, housing, and all the comforts of living. We have had our ups and downs, but in spite of them, we have made progress including an era of prosperity for the past two decades or so.

The time has come to show that we Americans can take it. That we can tighten our belts and do without—with less "butter" as it is put. If sacrifice is necessary, sacrifice it shall be for the security of our way of life.

This may come about by increased taxes, frugality and elimination of luxuries. It may be wise to retrench, to take inventory of ourselves, to curtail some extravagances, and even to start saving an extra dollar lest we come to the end of the rainbow and find the pot empty.

As gloomy as the picture may seem, we have much to be thankful for. It is good to breathe the air of democracy. We enjoy political freedom. We worship as we please. We go and come without fear or restraint. Indeed, restrictions are few and far between in our land. We must keep it that way at all sacrifice.

We must have faith in our government and its leaders. It is the best. Rest assured it is working full speed ahead to overcome any lag or shortcoming that may exist.

As for the profession of Pharmacy—we must have faith in it also. There are problems to be sure. Perhaps we are responsible for them. Perhaps we have not been alert to recognize and accept the changes that are taking place in our field.

This is a time to study and re-evaluate Pharmacy and the part we play in it. This goes for every facet of Pharmacy: Education; Manufacturing; Distribution; Regulatory; Retailing; and all the others including, Organizational Pharmacy. Do we need one voice or do we need better cooperation from all the voices? Which will accomplish the most for the common good of all?

In government, in politics, in business, and yes, in a profession, we must all have voice, but instead of a polyglot babble let us speak out in a resonance of cooperation reflecting accomplishment.

Let us pause at this joyous season of the year to reaffirm our faith in God and each other. Let us pray for Peace On Earth and Good Will To Men.

CHRISTMAS . . . a lovely shining thing . . . exists in the heart of each and every one of us.

That's why our Christmas greetings — and our hopes for your success and happiness in 1958—are truly heartfelt.

TROJANS

PROFIT PROTECTION · PRODUCT PERFECTION

YOUNGS RUBBER CORPORATION

PRESIDENT'S MESSAGE

Dear Fellow Pharmacists:

From October 6th to 12th I attended the N.A.R.D. Convention in Minneapolis with a representative delegation from Maryland.

It was a good Convention. The business sessions were serious and important. The discussions were fruitful. The speaking program included all matters of importance to Pharmacy. I shall not go into detail, because I am sure you have had the opportunity to review the Convention in the pharmaceutical journals that reach you.

On November 7th, while Secretary Cohen was attending the Pan-American Conference and the State Secretaries Meeting in Washington, H. Nelson Warfield and I went to Cumberland on a Pharmacy School student recruitment mission, and to attend a meeting of the Allegany-Garrett Pharmaceutical Association.

I was impressed with the enthusiasm shown in the western area of our State. William A. Cooley of Cumberland joined us in the recruitment presentation. It was well received. We are hoping that more students will enroll in our School of Pharmacy from that area. We now have two students from Cumberland attending the School of Pharmacy. Both have been awarded Freshman scholarships.

The Association meeting was well attended. It was a most enjoyabl visit. I am gratified to report that the Maryland Pharmaceutical Association gets 100% support in membership from the Allegany-Garrett Association. We get loyal support in other respects also.

On November 12th, I accompanied Secretary Cohen to a meeting of the Prince Georges-Montgomery County Pharmaceutical Association. This meeting too, was a demonstration of cooperation and progress. Although only three years old, this group holds 76 memberships in the Maryland Pharmaceutical Association out of a possible total of 101 pharmacies.

I sincerely hope that my comment on these two supporting organizations will encourage enthusiasm and action on the part of some of the weak areas in our State. Remember, in unity there is strength.

In closing, I wish to express my best wishes to one and all for a Merry Christmas and a Happy, Healthy and Prosperous New Year.

GEORGE M. SCHMIDT
President

Merry Christmas and Happy New Year
from the Officers of the Baltimore Retail Druggists'
Association and the Maryland Pharmaceutical Association

Greetings

and best wishes for a

Merry Christmas

and a

Happy New Year

LOEWY DRUG CO., INC.

108 S. Hanover St. Baltimore 1, Md.

SAratoga 7-6203

. . . Fair Trade News . . .

OUT OF ALL THE RAIN FINALLY EMERGES A RAY OF SUNSHINE

A tremendous victory has been won in the decision of District Court Judge Edward A. Tamm, dismissing Government charges of price fixing and boycotting against the pharmaceutical firm of Parke, Davis & Company.

Judge Tamm agreed with defense attorneys that Parke, Davis & Company had not been shown to have conspired with wholesale drug firms in Virginia and the District of Columbia to force cut rate drug stores to bring their prices into line with minimums suggested by Parke, Davis & Company.

In his opinion statement before a District of Columbia federal court jury, defense attorney, Gerhard Gessel said the company's defense against the government anti-trust charges of seeking to maintain prices in the District of Columbia (non fair trade) is based on the company's fundamental right to refuse to sell, to select its customers, and choose the conditions under which it will do business. It is the company's intention to test whether the refusal to sell doctrine is adequate to support a price maintenance program against anti-trust charges in the absence of fair trade.

In a press release, a Parke, Davis spokesman said the anti-trust trial is actually a test case of historic sales and distribution policies of the entire pharmaceutical industry.

Justice Department Attorney Edward Kenny, in submitting the prosecution charges against Parke, Davis & Company said there were some retailers in Richmond, Virginia and Washington, D. C. selling the company's products at discount prices. He stated that Parke, Davis representatives vsiited these stores and told them, "You will either agree with us and cooperate with us and raise prices to the prices we want you to charge, or we will not sell anymore Parke, Davis products to you on a direct basis. If you do not agree with us, we will go beyond that and we will see to it that wholesalers in this area will not sell you, so that you will be unable altogether to get Parke, Davis products to sell at cut prices. We do not want you to advertise our products on the store window of your stores. Take the signs down and stop advertising, and if you do not agree with us to do this, we will cut you off and so will all wholesalers." When the discounters refused instantly to go along with this ultimatum, they were cut off from getting Parke, Davis products both from the company and from the wholesalers.

In reply to the prosecution charges, defense attorney Gesell told the jury in this opening statement: "There are two facts that have not been presented. First, we as a seller of goods have the right to refuse to sell to and to pick and choose, our customers. The second is that the business of Parke, Davis is a very competitive one in an intensely competitive business." He added that Parke, Davis adopted its policy in order to compete with Merck, Lilly, Upjohn, Abbott, Squibb, and all of them. He further added, *"Parke, Davis does not want its products sold by Fuller Brush men, sold with the corn flakes and other products in a grocery store. It does not want its products sold by a barker at a circus. It wants them sold by drug stores. And we take the position in this case that we have the right to refuse to sell anyone who wants to distribute our products through other channels."*

"We say to a wholesaler, you must charge the price that we set forth here in our catalogue if you want to do busi- with us. We say to a retailer you must charge not less than our minimum resale price which is all set out here in our catalogue or we won't do business with you. We did business pursuant to

50 TABLETS
ROBAXIN
TRADE MARK
(Brand of Methocarbamol)*
Each tablet contains:
0.5 Gm.
3-(o-methoxyphenoxy)
-2-hydroxypropyl-1-carbamate
Caution: Federal law prohibits dispensing without prescription.
*U S Pat No 2770649
A. H. ROBINS CO. Inc
RICHMOND, VIRGINIA
Robaxin for superior relief

Introducing:

AN IMPORTANT NEW DRUG

An outstanding Robins *research discovery*

Robaxin®

(Methocarbamol Robins, U. S. Pat. No. 2770649)

for skeletal muscle relaxation

Robaxin—an entirely new drug—was synthesized in the Robins Research Laboratories, and has been exhaustively studied for five years. It ushers in a new era in skeletal muscle relaxation for the physician—and *a new era in prescription business in this category for you.*

Note the significant advantages of ROBAXIN:

- **Highly potent—and long acting**
- **Virtually free of adverse side effects**
- **Does not reduce normal muscle strength or reflex activity**
- **Beneficial in 94.4% of cases tested**

The Robaxin story is being hammered home to the physicians in your area this month through intensive promotion; and a heavy demand for this new skeletal muscle relaxant is inevitable.

But don't *you* relax! Prepare for it right now with an ample stock.

INDICATIONS: Acute back pain associated with: (a) muscle spasm secondary to sprain; (b) muscle spasm due to trauma; (c) muscle spasm due to nerve irritation; (d) muscle spasm secondary to discogenic disease and postoperative orthopedic procedures; and miscellaneous conditions, such as bursitis, fibrositis, torticollis, etc.

HOW SUPPLIED: Robaxin Tablets (white, scored), each containing 0.5 Gm. methocarbamol. Bottles of 50 and 500.

A. H. ROBINS CO., INC., RICHMOND 20, VA.

Ethical Pharmaceuticals of Merit since 1878

these policies because we thought we had a perfect right to do so. Because our attorneys and everyone told the company it had a right to do so. And because we think we have the right to pick and choose our customers."

The retail pharmacists salute and congratulate you—Parke, Davis & Company — for your courageous effort to bring stability and an orderly system of distribution to the courts so that the independent retail pharmacist may be able to survive against the ruthless competition of discounters and cut rate operators. We admire you for stepping in where angels fear to tread, fighting for a principle you knew to be a just one, and with the determination to bring order out of chaos.

UPJOHN TAKES FAIR TRADE ACTION

Kalamazoo, Michigan, October 23, 1957. The Upjohn Company has sued the Dart Drug Corporation of Maryland and Peoples Service Drug Stores for violation of the Maryland Fair Trade Law. Dart of Maryland indicated to the Court that it would have continued to cut prices unless enjoined. Although Peoples was selling Upjohn products at Fair Trade prices, they recently commenced to issue trading stamps in connection with retail sales at Fair Trade prices.

Before suit was commenced against Dart, Upjohn had attempted to get Dart to voluntarily observe its Fair Trade prices in Maryland. In fact, in June of 1957 Upjohn believed that it had been successful in doing so. However, in September it became apparent that its efforts had been unsuccssful and suit was brought on September 30. The Court granted an injunction prohibiting Dart from advertising or selling Upjohn products in violation of Upjohn's Fair Trade contracts in Maryland.

On October 17 Dart ran an ad in The Washington Evening Star which advertised many products of several manufacturers at discount prices. In capital letters near the top of the ad appeared the words "PRICES EFFECTIVE IN ALL 3 STORES." (There are two Dart Drug Stores in Washington, D. C. and one in Silver Spring, Maryland.) However, at the bottom of the ad, in small print, the following statement appeared:

> "D. C. Stores & Mail Orders Only: None sold to dealers, quantitiy right reserved. Add Federal tax."

There was a black dot which preceded the latter statement and there was also a white dot of diffirent size, preceding the names of certain manufacturers above a listing of certain of their products, including Upjohn. Thereafter Upjohn investigated the method of sales. On October 18 contempt proceedings were commenced. These proceedings have not yet been concluded.

An entirely different problem is involved in Upjohn's suit against Peoples Service Drug Stores. Although Peoples was selling Upjohn products at Fair Trade prices they recently commenced to issue trading stamps in connection with retail stores. After considerable negotiation between Upjohn and Peoples it deevloped that a solution could not be reached short of litigation. Upjohn therefore commenced suit against Peoples on October 16.

Both suits have been brought in the Federal District Court in Baltimore, Maryland. These actions demonstrate that Upjohn is one of the strong supporters of Fair Trade.

FAIR TRADE STICKER NOTICES

October and November, 1957

BALM BARR—Page 5-B

Item	**F.T.M.**
Balm Bar Lotion— 8 oz. Professional	$1.11
Balm Bar Lotion— 5 oz. Large	.88
Balm Bar Lotion— 3 oz. Medium	.69

There's Gold in Them Thar Hills
Meadow Gold Ice Cream

WHITEHALL PHARMACAL CO. — Page 103-C

Item	F.T.M.
Anacin Tablets—12's	$ .25
Anacin Tablets—30's	.53
Anacin Tablets—50's	.73
Anacin Tablets—100's	$1.09

JULIUS SCHMID, INC—Page 86

Sheik— 3's	$ .60
Sheik—12's	1.80
Sheik—36's	4.50

PHARMACUTICALS, INC— Page 68-AA

Serutan Plus—20's	$1.23
Serutan Plus—50's	2.48

BRISTOL-MYERS CO.—Page 10

Ipana Toothpaste—Large	$ .31
Ipana Toothpaste—Giant	.53
Ipana Toothpaste—Economy	.69

COLGATE-PALMOLIVE—Page 17

Colgate Dental Cream—Large	$ .31
Colgate Dental Cream—Giant	.53
Colgate Dental Cream—Economy	.69
Colgate Dental Cream—Family	.83
Colgate Chlorophyll Tooth Paste—Large	$ .31
Colgate Chlorophyll Tooth Paste—Giant	.53
Colgate Chlorophyll Tooth Paste—Economy	.69
Colgate Tooth Powder—Regular & Ammoniated—Large	$ .29
Colgate Tooth Powder—Regular & Ammoniated—Giant	.49
Cashmere Bouquet Talcum—Small	$ .19
Cashmere Bouquet Talcum—Large	.33
Cashmere Bouquet Talcum—Giant	.49
Cashmere Bouquet Talcum—Economy	.69
Bubble Bath—Apple Blossom—6 oz.	$ .69
Bubble Bath—White Pine—6 oz.	.69
Halo Shampoo, Family Size—11½ oz.	$1.39

BLOCK DRUG CO., INC.—Page 4-B

Item	F.T.M.
Wernets Dentu Cream	$ .53

BURROUGHS-WELLCOME & CO.— No Page No.—Catalog

Kemandrin—5 mg.—Bottle of 100 tablets	$4.50
Kemandrin—5 mg.—Bottle of 1000 tablets	36.00

AMERICAN FERMENT CO., INC.— Page 1-M

Caroid & Bile with Phenolphthalein—20 tablets	$ .33
Caroid & Bile with Phenolphthalein— 50 tablets	.69
Caroid & Bile with Phenolphthalein—100 tablets	$1.09
Alcaroid Antacid Powder—2 oz.	.53
Alcaroid Antacid Powder—4 oz.	.89
Caroid Dental Powder—1 oz.	.27
Caroid Dental Powder—2 oz.	.43
Caroid Powder—1 oz.	1.68
Caroid & Charcoal—150 tablets	.98
Caroid & Diastase—150 tablets	.98
Alcaroid Antacid Tablets—50 tablets	.53
Alcaroid Antacid Tablets—100 tablets	.89
Caroid & Soda—150 tablets	.98
Caroid Plain—150 tablets	.98

CAMPANA SALES COMPANY— Page 12-A

Solitair Cake Make-Up—Small	.39
Solitair Cake Make-Up—Medium	.75
Magic Touch Cream Make-Up—Small	.49

LAMBERT-HUDNUT—Page 49

Bliss-Tube Home Permanent	$2.00
Beauty Curl-Hair Spray	1.65
For a limited period commencing October 1, 1957—Richard Hudnut Creme Rinse Hair Conditioner, 16 oz. size	.98

THE CANUTE COMPANY Page 12-B

Canute Water	$1.79 plus tax

SMITH, KLINE & FRENCH, INC.

America's Foremost Service Wholesaler

Ten Eleven West Butler Street

PHILADELPHIA

McDOWELL, PYLE & CO., INC.

(Est. 1892)

Exclusive Distributor of

P&S
PAGE & SHAW
NEW YORK
LONDON
BOSTON
MONTREAL
PARIS

"THE CANDY OF EXCELLENCE"

NATIONALLY ADVERTISED

LExington 9-4987, 9-4988, 9-4989

221-23 W. PRATT ST. BALTIMORE 1, MD.

THE MURINE CO., INC. — Page 64

Item	F.T.M.
Murine — Standard Size	.59
Murine — Large	.98
Murine Eye Salve	.23

PERSONAL PRODUCTS CORP.
Page 74

Coets — 180's	.95 2 for $1.85

THE STUART COMPANY
Page 95-B

Prolar (Tablets) — 100's	$3.25
Prolar-B (Tablets) — 100's	3.25

E. R. SQUIBB & SONS — Page 94

Boric Acid Ointment (U.S.P.)— 1 oz. tube	.35
Boric Acid Ointment (U.S.P.)— 2 oz. tube	.59
Epsom Salt — 4 oz. container	.25
Epsom Salt — 8 oz. container	.39
Epsom Salt — 1 lb. container	.59
Mineral Oil — 6 oz. travel size bottle	.35
Sodium Bicarbonate — 4 oz. container	.25
Sodium Bicarbonate — 8 oz. container	.39
Sodium Bicarbonate — 1 lb. container	.59
Zinc Oxide Ointment — 1 oz. tube	.35
Zinc Oxide Ointment — 2 oz. tube	.59

IN MEMORIAM

It is with regret we record the passing of Harry H. Freiman on October 20, 1957. Mr. Freiman conducted a pharmacy in Baltimore bearing his name. Sympathy is extended to his wife and family.

In sadness we report the death of George W. Vogel on October 24, 1957. Mr. Vogel was employed as a pharmacist by Voshell's Pharmacy, Edmondson Avenue.

Heartfelt condolence is offered to his survivors.

59.1%

of all

ICE CREAM
PURCHASES

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IMPULSE
SALES

. . . thanks to wide awake Point - of - Sale Promotion, Abbotts and Jane Logan Dealers enjoy a man-sized portion of this business.

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Jane Logan De Luxe ICE CREAM

ABBOTTS ICE CREAM CO.
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Double Appeal *to bring*

Double Demand

for

BROMO-SELTZER

BROMO SELTZER
BROMO SELTZER
Headaches
Upset Stomach
Headaches
Upset Stomach

New sales, new profits for druggists, as famous headache remedy invades field of upset stomach!

1.

Bromo-Seltzer for

UPSET STOMACH!

Medical research shows Bromo-Seltzer, famous for headache relief, works fast for upset stomach, too! Backed by heavy advertising, this proven use of Bromo-Seltzer will bring you new sales, new profits and double your customers' demand for this highly profitable item!

2.

Bromo-Seltzer for

HEADACHES!

"Best for 9 out of 10 headaches" is the powerful theme behind Bromo-Seltzer's big, new campaign on headache. Backed by medical research, this compelling new advertising campaign will boost your sales, your turnover and your profits on Bromo-Seltzer!

TWO BIG TV SHOWS!

Your Hit Parade

One of TV's really great shows! Four big stars: Dorothy Collins, Gisele MacKenzie, Snooky Lanson, Russell Arms . . . latest song hits . . . . gay dancing . . . brilliant staging! Channel 13, Baltimore, 10:30 p.m. Saturdays. Channel 4, Washington, 7 p.m. Fridays.

Science Fiction Theatre

Each week star salesman Truman Bradley speaks for Bromo-Seltzer on "Science Fiction Theatre"—an intriguing half hour show that reaches deep into the realm of the unknown.
Channel 11, Baltimore, Sundays at 10:30 p.m.;
Channel 7, Washington, Sundays at 6:00 p.m.

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FOR ATHLETE'S FOOT

A Scientific Preparation for

RINGWORM INFECTION OF THE TOES & FEET

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Exclusive Distributors For

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SALESMAN

The Gilpin man who calls on you has been selected for his trustworthiness as well as his ability. Ask his advice about your merchandise . . . he'll help you stock items that will sell quickly, please your customers and bring worthwhile profits.

Order from him in complete confidence.

THE HENRY B. GILPIN CO.

Full Line Full Service Wholesale Drug House • Established 1845

MUrdock 6-8400

School of Pharmacy, University of Maryland, News

ANNUAL ALUMNI FROLIC

The Eleventh Annual Frolic of the Alumni Association of University of Maryland, School of Pharmacy, was held on Thursday, November 7, 1957, at the Alcazar.

The competitive skits were performed by the fraternities and sorority and by individual and special groups who were students of the School of Pharmacy.

Mr. Sam Portney, Vice-President of the Alumni Association and general chairman, acted as master of ceremonies. He introduced Mr. H. Nelson Warfield, President of the Association, who welcomed the guests. Mr. Portney then introduced each group of performers.

Dr. Noel E. Foss, Dean of the School of Pharmacy, also welcomed the students and guests and then awarded the prizes.

The first prize of $25.00 and a cup given by the Alumni Association was won by the Phi Delta Chi Fraternity. This group also won the Bernard Cherry Cup which will be kept by the fraternity since they have won it three times.

The second prize of $15.00 was won by the Alpha Zeta Omega Fraternity and the third prize of $10.00 went to the Newman Club.

Mr. Michael Rodell, a pianist, won the first prize for the individual acts and the "Unknowns" a vocal group, the second prize.

The judges for the entertainment were Mrs. Robert H. Baldwin, Assistant to the Director of the Narcotics Bureau, Mr. Mark Carls, District Manager of E. R. Squibb and Sons and Mr. Leslie H. Peard, Jr., Managing Director for WBAL.

The music for the entertaiment and dancing was furnished by the Hi-Tones Orchestra. Refreshments were served.

ALUMNI DATES TO REMEMBER

Thursday, February 13, 1958—"Valentine" Dance and entertainment, Emerson Hotel.

Thursday, June 5, 1958—Annual Banquet Honoring 1958 Graduates, Main Ball Room, Emerson Hotel.

FORGIVE ME WHEN I WHINE!

Today upon a bus, I saw
A lovely maid with golden hair;
I envied her—she seemed so gay—
And I wished I were so fair.
When suddenly she rose to leave,
I saw her hobble down the aisle;
She had one foot, and wore a crutch,
But as she passed, a smile.

Oh, God, forgive me when I whine;
I have two feet—the world is mine.

And when I stopped to buy some sweets,
The lad who sold them had such charm,
It's nice to talk to men like you.
I talked with him—he said to me,
You see, he said, I'm blind.

Oh, God, forgive me when I whine;
I have two eyes—the world is mine.

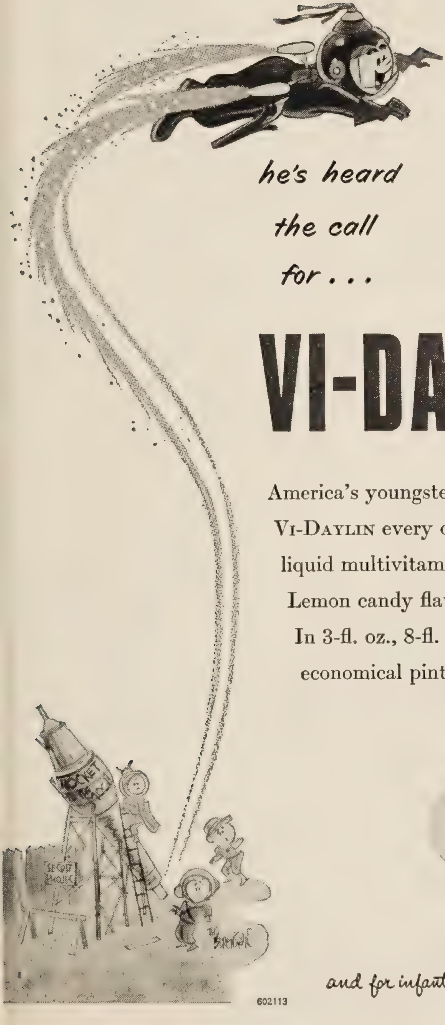
Then walking down the street,
I saw a child with eyes of blue.
He stood and watched the others play;
It seemed he knew not what to do,
I stopped for a moment, then said;
Why don't you join the others, dear,
He looked ahead without a word,
And then I knew: He could not hear.

Oh, God, forgive me when I whine;
I have two ears—the world is mine,

With feet to take me where I'd go,
With eyes to see the sunset's glow,
With ears to hear what I would know,

I'm blessed indeed. The world is mine;
Oh, God, forgive me when I whine.

—Anonymous



he's heard the call for . . .

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America's youngsters consume more Vi-Daylin every day than any other liquid multivitamin made! Why? Lemon candy flavor! New supply? In 3-fl. oz., 8-fl. oz. and economical pint bottles.

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Each 5-cc. teaspoonful of VI-DAYLIN contains:

Vitamin A.	3000 U.S.P. Units (0.9 mg.)
Vitamin D. .	800 U.S.P. Units (20 mcg.)
Thiamine Hydrochloride. . . .	1.5 mg.
Riboflavin.	1.2 mg.
Pyridoxine Hydrochloride. . . .	0.5 mg.
Ascorbic Acid.	40 mg.
Vitamin B_{12}.	3 mcg.
Nicotinamide.	10 mg.

and for infants... **VI-DAYLIN DROPS**

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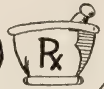

RHO CHI
OMICRON CHAPTER

By FRANK R. MILIO and ROBERT J. KOKOSKI
Junior Instructors, School of Pharmacy University of Maryland

In addition to the consideration of isotonicity, the pH of a solution is of importance not only in rendering the solution less irritating but also in maintaining a stable activity of the drug over a longer period of time.

In order to maintain the desired pH of a solution within limits, it is usually necessary to employ a suitable buffer. A buffer solution in pharmacy is one that resists the tendency for the addition of a base or acid to alter the pH of the solution.

A drug when dissolved in Purified Water will result in a solution with a certain pH. However, if that solution is not buffered, slight additions of substances, such as carbon dioxide from the air, or excess acidity or alkalinity of the container, may cause a great change in the pH. This change in pH may result in a chemical decomposition of the drug and/or loss of its therapeutic properties.

Most buffer solutions are prepared by mixing a weak acid and a salt of the same acid, e.g,, acetic acid and sodium acetate. Another example is monobasic potassium phosphate and dibasic potassium phosphate. The pH of a solution of the weak acid and its salt is dependent upon the ratio of the acid to the salt rather than the final concentration of the mixture. Therefore moderate dilutions of buffer solutions with water will not cause much change in the original pH.

The U.S.P., page 814, offers charts for the preparation of buffered vehicles for use in the preparation of solutions of a number of commonly used drugs. One of these is a boric acid vehicle with a pH of 5 and another is a series of phosphate solutions with pH's of 5.9 up to 8.0. Also the amount of sodium chloride that should be added to these phosphate buffer vehicles to make them isotonic is given.

To illustrate the use of these charts, consider the prescription of our previous article:

℞ Pilocarpine Nitrate 2%
Distilled Water, qs 15 ml.
M. Isotonic solutions and buffer.

To make this solution isotonic it was shown that 300 mg. of the drug should be dissolved in 7.0 ml. of distilled water. This concentrated but isotonic solution should then be diluted with an isotonic buffered vehicle.

Since Pilocarpine Nitrate is most stable at pH 6.8, the vehicle prepared for this pH should be used. The particular vehicle suggested by the U.S.P. for pH 6.8 consists of:

50 ml. of a 0.8% solution of anhydrous sodium biphosphate

50 ml. of a 0.947% solution of anhydrous sodium phosphate

0.48 Gm. of sodium chloride to make this vehicle isotonic.

Thus, the above prescription, when filled as directed will be both isotonic and buffered to the proper pH for optimum stability.

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CHEESE PEANUT BUTTER SANDWICHES
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*with hot or cold fountain drinks

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Dr. H. A. B. Dunning Honored On Eightieth Birthday

Dr. H. A. B. Dunning was honored by his family, friends and associates at a dinner held at the Sheraton-Belvedere Hotel on October 24th in celebration of his eightieth birthday. The dinner was held under the auspices of the Maryland Pharmaceutical Association. Dr. Dunning is a past president of the Association.

The dinner was a fitting occasion to recognize in review the many contributions Dr. Dunning has made to Pharmacy and Education.

In paying tribute to Dr. Dunning, Dr. Robert L. Swain said, "There are men meeting around this festive board who have been guided through troubled waters, helped to meet and surmount difficult situations, and made equal to the demands and uncertainties of life, because they have ever remembered, and never forgot, the deathless virtues which Dr. Dunning made mean so much to them back in their distant almost legendary student days.

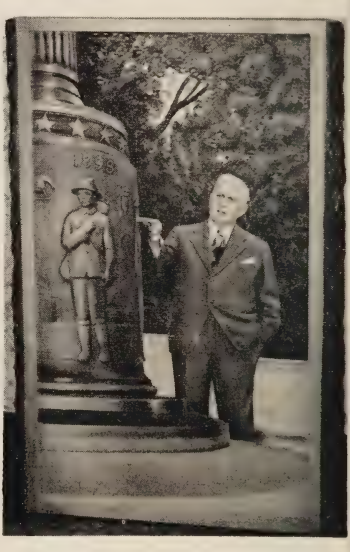
My knowledge, indeed, my intimate knowledge of Dr. Dunning's impressive career embraces all that he has been identified with over the past fifty years. I have known him as teacher, professional pharmacist, drug industry leader, philanthropist, association president, educational mentor, exponent of basic economic principles, rugged individualist, patriot, and an American to whom fundamental American principles are to be implemented into our way of life and living."

W. Paul Briggs, Executive Director, American Foundation for Pharmaceutical Education, extolled the contributions made by Dr. Dunning in behalf of education. Dr. Dunning made a recent gift of $50,000 to the American Foundation for Pharmaceutical Education to establish the H. A. B. Dunning Memorial Fellowship.

Dr. Robert P. Fischelis, Secretary, American Pharmaceutical Association spoke of the part Dr. Dunning has played in developing the American Pharmaceutical Association and in the construction of the American Institute of Pharmacy. Dr. Fischelis said, "It was in 1940 that Dr. Dunning and the late Gustavus Pfeiffer made a contribution of $45,000, divided evenly between them, with which to launch the Practical Edition of the Journal of the American Pharmaceutical Association." This bespeaks only small evidence of Dr. Dunning's devotion to Pharmacy.

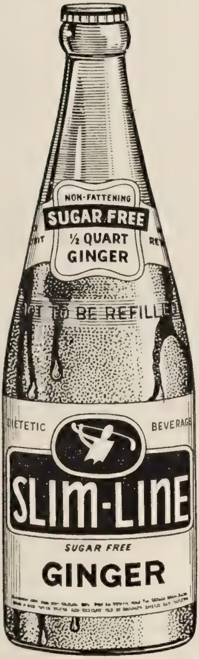
The festivities were climaxed by the presentation of a leather-bound volume commemorating the occasion.

WOOD CARVING PRESENTED TO DR. H. A. B. DUNNING



A wood carving of Dr. Dunning at the dedication of the flag staff, presented by him, as a memorial to the pharmacists who served their country in the armed forces, was presented to Dr. Dunning by the Council of the American Pharmaceutical Association at the din-

SLIM-LINE sampled by 3500 at Diabetic Screening Clinic



Last month, 3500 Marylanders sampled SLIM-LINE beverages at The Diabetic Screening Clinic. This is the first time since SLIM-LINE has been marketed in Maryland, that such a large sampling program has been conducted. Those who had never before tried SLIM-LINE found that they had been missing something. They learned that SLIM-LINE Cherry, Ginger, Orange and Root Beer were truly delicious. They found that SLIM-LINE carbonated beverages had all of the wonderful flavor of naturally sweetened refreshment, yet still retained the requirements of sugar-free drinks.

Are you sufficiently stocked to serve the needs of all of SLIM-LINE's new found friends?

And for people who prefer naturally sweetened carbonated beverages, be sure you have plenty of "regular" Suburban Club Fine Drinks on hand.

SLIM-LINE is bottled and distributed by

Suburban Club Carbonated Beverage Co., Inc.

ORleans 5-0100

ner tendered in his honor. The flag staff is at the entrance of the American Institute of Pharmacy in Washington.

DR. DUNNING'S RESPONSE AT DINNER GIVEN IN HIS HONOR

Mr. Toastmaster, Fellow Pharmacists of the State of Maryland, Honored Guests, Ladies and Gentlemen:

This, as you know, is my eightieth birthday. For somewhat more than sixty years I have been a pharmacist, for some twenty years a practicing, dispensing retail pharmacist, a teacher of pharmaceutical-chemistry, a research pharmacist, then a manufacturer of pharmaceutical specialities for the use of the medical profession based on chemical, biological and pharmacological research and clinical investigation—in all more than sixty-three years in one organisation. During this long period of time I was a student of or associated with many of our great pharmaceutical educators—Simon, Caspari, Culbreth, Remington and others. I was especially close to and collaborated with the great leaders in the medical sciences—Ira Remsen, J. J. Abel, Howard A. Kelly, William Halsted, Hugh H. Young, William H. Howell, and their associates at the Johns Hopkins University and Medical School. I knew, cooperated with and served most of the presidents of the Johns Hopkins University on some of their important committees and to a somewhat lesser degree the University of Maryland. I am an alumnus of both institutions.

For more than a half century I have been a member of the American Pharmaceutical Association, almost as long a member of the Maryland Pharmaceutical Association, one of the pioneer members of the American Drug Manufacturers Association, a member of the National Association of Retail Druggists, a member of the American Foundation for Pharmaceutical Education and other pharmaceutical bodies, in most of which I have been active and I hope helpful.

I have now reached the conclusion, considering the many complex problems involved in the practice of pharmacy, that the present national and state associations (10 national and 40 or more state) are well organized and equipped to deal with their respective problems, and that all of them are needed and are doing reasonably good work.

I have often said publicly and in conference that there is a place in pharmacy for the National Association of Retail Druggists and that there is a place for the American Pharmaceutical Association, but that it is not the same place. Their activities may overlap, but they should remain separate and cooperative.

It is, to my mind, completely unintelligent to talk about an allpurpose organization representing ethical pharmaceutical practice, industry, proprietary, commercial, educational, professional interests—one voice, one world, monopoly, power, politics, autocracy. I have seen many of these ill-advised impractical schemes fail or sometimes suppressed by the Federal Government. To my mind, the American Pharmaceutical Association, mother of most other pharmaceutical bodies of any consequence, represents the best opportunity to secure and protect the professional, ethical and educational aspects of the practice of pharmacy. This association is more than a hundred years old and should have the active support of all divisions of pharmacy, not only the retail organization, state and national, but the pharmaceutical industry in all its subdivisions. This association should have extensive financial support from the pharmaceutical industry to maintain the beautiful edifice, the American Institute of Pharmacy, and its activities, located opposite the Lincoln Memorial on Constitution Avenue in Washington, D.C., and defined by the Fine Arts Commission and the Parks and Planning Commissions as the "gem" of the

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An outstanding advance over older supplements, new FILIBON provides four big extra selling features at no extra cost.

NEW *less-irritating source of iron* . . . avoids gastric upset

NEW *non-inhibitory intrinsic factor* . . . increases absorption of Vitamin B_{12}

NEW *more comprehensive formulation* . . . includes phosphorus-free calcium, Vitamins K and B_6, and important trace elements

NEW *Reminder Jar* . . . attractive, reusable . . . appeals to doctor and patient

Full-scale promotion will focus the attention of every physician on the added advantages of new FILIBON. So stock up now...and stand by for prescriptions!

Filibon Jar of 100 capsules . . .
$3.15 price to retailer

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L'Enfant Plan. Such support should be both moral and financial and far greater than has been provided in the past, and would represent enlightened self-interest.

Just within the last few weeks a tentative agreement between the United States Government, the American Pharmaceutical Association, and the Insurance Underwriters Association, has resulted in the fulfillment of the American Pharmaceutical Association's greatest expectation at a relatively small cost to the Association in respect to the clearance of objectionable, more or less, slum residual from the beautiful site which is occupied by the American Institute of Pharmacy, facing on Constitution Avenue, and in the rear of which will be the elegant constructive development of the Insurance Underwriters Association. There is no site in Washington superior from an esthetic and architectural viewpoint to that of the American Institute of Pharmacy. Many are larger, but none are better.

It is true, perhaps, that the American Pharmaceutical Association has in recent years, according to some intelligent conservative critics, concentrated too greatly on size and quantity and has a tendency to overstress power and politics rather than liberal conservatism, quality and ethics. The Association is still the outstanding exponent of professionalism and pharmaceutical education in America. It represents, through its House of Delegates, Colleges of Pharmacy Association, the Association of Boards of Pharmacy, and other pharmaceutical bodies associated with it, the opportunity to submit constructive criticism resulting in intelligent conclusions and equitable action.

I have not stressed, until this moment, the activities of the American Foundation for Pharmaceutical Education, a relative newcomer in the field of educational and professional pharmaceutical practices. I know its activities well and how much it has accomplished in a very short period of time. This association has been in a great measure responsible for the improvement in the educational training of teachers in the national colleges of pharmacy and the better preparation of the students of pharmacy. It has secured considerable financial backing from pharmaceutical industry, wholesale druggists, chain stores, proprietary interests, and many of the members of the ten national pharmaceutical associations representing various divisions of pharmacy. The results have been large numbers of scholarships, financial assistance to the colleges of pharmacy, and many graduates having the status of Doctor of Philosophy degree. Many of these graduates have become teachers in the pharmacy colleges, resulting, naturally, in better educated pharmacists in every category.

The American Foundation for Pharmaceutical Education in my judgment should eventually become directly affiliated with the American Pharmaceutical Association and should operate out of an expanded American Institute of Pharmacy building. I recognize there are at this time practical considerations, especially involving financial support, which would preclude the immediate adoption of this idea. It may be in the not too distant future that this problem could be resolved.

I wish to emphasize that I have not only participated in the activities of the national association, but have been an observer in the operations of some of the state associations during conventions and otherwise, especially in Maryland. I am convinced that the state association members have never been so well informed, and so aggressive, not only profit-wise, but professionally concerned, as exists at the present time. The members have never been so well educated or so understanding of the value of the professional practice of pharmacy. Their problems are great, but intelligence and time will solve them. Our own Maryland Pharmaceutical Association, I believe, is outstanding.

I now realize that pharmacists, if they

desire to be accepted on a basis of equality by other professions and the public, must possess something more than a knowledge of the basic sciences, a knowledge of drugs and the compounding and dispensing of these agents, but must also have cultural education in the arts and humanities comparable with that provided other professions. In the field of health activities there should always be close and understanding cooperation between the medical profession and other health professions, always on a basis of mutual self-respect and understanding.

I wish to express my deepest appreciation to my fellow pharmacists here in Maryland who are responsible for the idea of honoring my eightieth birthday, and I also wish to thank those from out of the State who have appeared on the program and participated in the occassion. I am intensely gratified to feel that I am accepted as a prophet with some honor in distant places, but especially a prophet to some degree in my own country.

RESINOL Formula
for relief of itching
now, *also* comes in a
GREASELESS BASE

NOW, by popular demand there is RESINOL GREASELESS. Base is new, but it's the same famous remedy for itching of eczema, pimples, diaper rash, chafing, chapping, minor rectal discomfort. Greaseless, stainless, washable, and packaged in a handy tube. Almost flesh color—can be used freely. Hides skin blotches as it soothes.

Stock, push, sell Resinol Greaseless. Your customers will appreciate the benefits of this fine new product. Alert your clerks to Resinol Greaseless, place it on your "want list" today. Retails for $.75 and at full list price, your minimum profit will be 33⅓%.

Regular Resinol Ointment, packaged in the white opal jar, contains lanolin. It is suggested specially for dry skin.

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W. H. Harrison

Volume 16 NOVEMBER, 1957 No. 5

OCTOBER MEETING

The October meeting was held at the Stafford Hotel on October 5, 1957. Ken "Gilpin" Mills was the Guest of Honor. President Teass was away with his family in New York. Joe Muth. 1st Vice President conducted the meeting and did an excellent job.

A movie "Important Changes In the U.S.A. by 1965" was shown thru the courtesy of Armstrong Cork Company. It was well accepted and left all of those in attendance with something to think about. TAMPA voted Its Annual Donation to the Red Cross.

NOVEMBER MEETING

The November meeting was held at the Gunthers Brewery on November 4, 1957. Every member was a Guest of Honor at this meeting. The Ladies were invited. Everyone enjoyed themselves and extend to the Gunther Family a wholesome "Thank You".

COMING EVENTS

Good Will Meeting

Stafford Hotel, January 9, 1958—6:00 P.M.

Dinner—Speakers representing the three Faiths—Good Brotherhood. All pharmacists are welcome to join T.A.M.P.A on this occassion.

Annual Oyster Roast

Sometime in February. Watch for announcement as to exact time and place. This is an event to look forward to with enthusiasm.

TAMPA extends sympathies to the family of Jack Levin. His death causes a loss that will be very hard for all of us to overcome.

Fred S. Barnstein of Baltimore, has been appointed a professional service representative with Pfizer Laboratories. A member of the Maryland Pharmaceutical Association, Mr. Barnstein received his B.S. in Pharmacy from the University of Maryland School of Pharmacy.

H. C. Van Arsdale, Executive Vice President of Smith, Kline & French, Incorporated, the wholesaling subsidiary of Smith, Kline & French Laboratories, has been elected Chairman of the Board of Control of the National Wholesale Druggists Association.

DIAL

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- Personalities -

Wedgewood Club—The Wedgewood Club held an Oyster Roast at Hendlers On The Severn on October 31, 1957. A number of the members were missing because of illness. Get well, Fellows, and make that next meeting.

RX Club—The RX Club held their Annual Closed Business Meeting at the Pimlico House on November 6, 1957. Three new members were elected. Henry "Pauls Pharmacy" Seidman, Max "Ansell's Pharmacy" Ansell, and William "Gilpin" Harrison. Congratulations Fellows.

Is Ray "Ansells Pharmacy" Morstein the local talent scout for the "Arthur Godfrey Program"?

Tom "J&J" Kelly appeared on the "Mollie Martin Show", WBAL-TV. It is reported that Tom is still receiving fan mail and all of it from Ed "WBAL" Kabernagel.

Mrs. Cass "Bernie" Appel appeared on WBAL-TV with Arnold Wilkes in conjunction with "Emergencies Don't Wait Week", but no fan mail. What's the reason—Mr. Kabernagel. Dont' your wife allow you to write to anyone but T.K.?

Harry "Windsor Pharmacy" Prostic now at home after a stay in the hospital, but not able to work as yet.

Jack "Liberty Pharmacy" Levin, is back on the job after an operation at Lutheran Hospital.

Jack "Irvington Pharmacy" Wannenwetsch is back on the job after a visit to Bon Secours Hospital.

Good luck to those named and all who have been ill and are not listed. Good health to all . . .

Alex Mayer won a TV set at the Ad Club Luncheon, as also did Jack Parks.

It has been reported that TAMPA will sponsor its member Don "Orioles" Steiner against Lou "Village Store" Glaser, Jiggs "City Pharmacy" Newman, Morris "Lindys Pharmacy" Lindenbaum in an eating contest—anywhere—anytime.

Jiggs "City Pharmacy" Newman still has memberships for sale in his swimming pool. As a matter of fact he has all of them. None have been sold . . . no water in the pool . . .

Dr. & Mrs. Frederick W. Koenig celebrated their Golden Wedding Anniversary on November 27, 1957. This is a double celebration for the Koenigs because it was 50 years ago that Dr. Koenig began his career in Pharmacy. The many friends this fine couple have made over the past 50 years, both in the field of Pharmacy and in the other avenues of their travels extend congratulations and sincere best wishes. Dr. & Mrs. F. W. Koenig reside at 3915 Overlea Avenue, Baltimore 6, Maryland.

C. Wilson "Calvert Drugs" Spilker has made several week-end trips to Atlantic City recently. What is the attraction, Wilson and did your wife go along too . . .

Max Mendelsohn, who has been acting as Pharmacist-in-charge at Camp Richardson, Anchorage, Alaska, for the past 15 months was released from active duty on October 22nd and has joined Barre Drug Company as supervisor of its Ethical Division.

David Newman, Havre-de-Grace, and Morris Lindenbaum, Reisterstown, participated in the Pharmaceutical Professional Service Clinic conducted by Lederle Laboratories at the N.A.R.D. Convention held in Minneapolis in October.

TOASTCHEE
FROM THE HOUSE OF
LANCE

Give Yourself a

PROFIT BREAK

by selling the

ADVERTISED LINE

A Thoughtful Store
Sweetheart
Sanitary Wrapped
STRAWS
Sweetheart Straws

Fountain Customers Appreciate

Sweetheart

SANITARY WRAPPED

Straws

Protecting your customers' health is your duty. Sweetheart Sanitary Wrapped Drinking Straws afford this necessary protection and your customers will show their appreciation through increased patronization. No extra charge for your "Personalized" advertising imprinted on wrappers.

If Your Wholesaler Can't Supply You, Write or Phone:

The Sign of "A Thoughtful Store"

MARYLAND PAPER PRODUCTS COMPANY
1100 South Eutaw Street - - - - Baltimore, Md.

Victor H. Morgenroth, Jr., co-owner of Voshell's Pharmacy, 3700 Edmondson Avenue, Baltimore, has been elected a Fellow of the American College of Apothecaries.

The following represented Maryland at the N.A.R.D. Convention in Minneapolis: Mr. & Mrs. George M. Schmidt, Mr. & Mrs. Victor H. Morgenroth, Mr. & Mrs. David Newman, Mr. & Mrs. Gordon A. Mouat, Mr. & Mrs. Morris Lindenbaum, Mr. & Mrs. William H. Harrison, Mr. & Mrs. Frank Block, Mr. & Mrs. Solmon Weiner, Mr. & Mrs. Joseph Cohen.

Dr. & Mrs. George P. Hager, Dean, University of Minnesota School of Pharmacy entertained the Maryland N.A.R.D. Convention delegation at dinner during their stay in Minneapolis. Dr. Hager is an Alumnus of the School of Pharmacy University of Maryland. He was Professor of Chemistry at Maryland before his appointment as Dean of the Minnesota School of Pharmacy.

ASIAN FLU PAMPHIETS

70,000 Asian Flu Pamphlets have been distributed to the pharmacies in Maryland as a public service project of the Maryland Pharmaceutical Association and the Baltimore Retail Druggists' Association.

The pamphlet, prepared by the Maryland State Department of Health with the cooperation of the Professional and Public Relations Committees of the two Associations mentioned, contains a section on medicine cabinet requisites.

By distributing these pamphlets you are not only rendering a definite public service to the community, but you are also focusing the attention of the community on your pharmacy as its health center.

Powerful advertising in
powerful media "pre-sells"
the
modern-
light
refreshment
stock . display . sell
Pepsi-Cola

PEPSI-COLA
Bottling Co. of
Baltimore

LExington 9-7171

Seasons Greetings

to our

Members and Friends

Times change - - - - The Greeting Never
Here it is - as good as ever:

Merry Christmas
and
Happy New Year

CALVERT DRUG CO.
901 Curtain Ave.
BALTIMORE 18, MD.
HOpkins 7-3609

Wholesale Cooperative Druggists

OWNED & CONTROLLED BY INDEPENDENT DRUGGISTS
Member
Federal Wholesale Druggists Association
of the
United States & Canada

Incorporated 1901

(FWDA) First With Druggists Always.

NO ONE

Ever Outgrows the Need for

MILK

GET THE BEST . . . . GET . . . .

Sealtest
TRADE MARK
DAIRY PRODUCTS

MU lberry 5-3800

ADD

TO YOUR CIGAR DEPARTMENT

AND SCORE A HIT . . .

America's Favorite Cigars

EL PRODUCTO

KING EDWARD

IGNACIO HAYA GOLD LABEL

KEEP THESE FINE CIGARS IN YOUR LINE-UP

Daniel Loughran Company, Inc.

DISTRIBUTORS

Baltimore — Hagerstown — Washington

NEWS ITEMS

A VALID REASON FOR THE HIGH COST OF PRESCRIPTIONS

In science as in war, the Health News Institute points out, success depends on exploiting a break through with a prompt follow-up. For this reason, the impact of the massive contribution America's pharmaceutical manufacturers are making to medical research each year should be measured not only in dollars alone—$127,000,000 in 1957—but also by its dynamic quality.

In the 15 or so years between the discovery of penicillin, and its first widespread use, the HNI recalls, thousands of people died needlessly for want of the wonder drug. The pharmaceutical industry is closing this deadly gap by a planned program of basic and developmental research. The goal is to bring new drugs into the world, surely; but also to make them healing realities for all of us as promptly as possible.

Accomplishment in this field becomes increasingly expensive. Organized research since 1946 alone cost more than in all the years before in history. The pharmaceutical companies plow back into research seven times as much as does industry as a whole. For the future, many pharmaceutical firms expect to double or even triple their current research spending. None plans a decrease. A substantial portion of what we pay for drugs today, the HNI concludes, is therefore an indirect investment in the health and longevity of ourselves and our children, as well as a current cure for what ails us.

EFFICIENCY IN THE PRESCRIPTION DEPARTMENT

At our last regional meeting, Dr. Paul Olsen said, "75% of the products in use in the prescription department in 1967 have not yet been discovered".

However remarkable this seems, it creates a growing problem for the pharmacist. He is faced with the necessity of stocking a continuous stream of new products, similar products, and identical products under different names.

Fortunately, there is one facet of our business, unique to the drug trade I believe, which helps to control a situation which otherwise could easily become chaotic. The drug manufacturers are willing to accept returns for full credit, and make price adjustments when there is a decline in cost; also, most of the service jobbers are willing to issue credit for items if they are undefaced by careless price marking. It is possible, therefore, through these important services, to have available some space at least for the new items to be stocked.

However, for further efficiency, our store has adopted the following procedure, and we have found that the small amount of time it consumes is more than justified by the convenience and results:

Entries are made in a loose leaf book, indexed, and ruled off into columns headed as follows:

Date Received, Item and Manufacturer, Size, Price, Date Returned, and Date Credit Received.

All items are held from thirty to ninety days, and then, after checking with the physician who may have written only once or twice for the item involved, they are returned for credit. The stock is checked against this record every thirty, sixty, or ninety days. Such a book is a permanent record, and serves several purposes. It is most convenient when information on new items which have been returned is called for by the physician.

This is the best method we could contrive for relief of the burden of an overwhelming prescription inventory, and I pass it on to you for whatever it may be worth. If anyone has a bet-

Delvale
ICE CREAM ®

CHRISTMAS TREES

Gay and festive in appearance. Delicious and satisfying to eat. So suitable for parties and entertainments all through the holiday season.

Ice Cream Snowballs, too!

A long time holiday favorite with grown ups as well as children. Coconut covered vanilla ice cream, topped with a bright red, dripless candle.

DELVALE DAIRIES, INC.

2030 HARFORD ROAD • BE. 5-1151

THE HOWARD DRUG & MEDICINE CO.

101 CHEAPSIDE
BALTIMORE 2, MD.

MARYLAND'S FAMOUS
CATALOGUE WHOLESALE DRUGGIST & SUNDRYMAN

WRITE for YOUR copy TODAY

ter system, I should be happy to hear about it.

Speaking of the manufacturers and service jobbers, I wonder if we appreciate fully the value of the cooperation they give us with respect to returns. This is an all-important service and one I believe we take too much for granted. Often, due to clumsy handling or marking this service is very costly. Perhaps we can best show our appreciation by taking this into consideration; at least in our various marking processes.

Editor's Note: We have lost the identity of the pharmacy that offered this suggestion. Please identify yourself so that credit may be given.

PRESIDENT'S MESSAGE
BALTIMORE RETAIL DRUGGISTS' ASSOCIATION

Dear Fellow Pharmacists:

This has been a busy year for the Baltimore Retail Druggists' Association. The Annual Meeting and Election of Officers to be held on December 5th will draw the curtain on my administration.

In review, the Association has held a Banquet; a Drug Show; monthly meetings—all successful and well attended.

We have participated in Dental and Medical Conventions and Diabetic Detection Week, with exhibits.

We have had a program of window displays promoting the importance of Pharmacy to the community.

The Association has had continuous radio and television shows and daily spot announcements. It has had a weekly newspaper advertisement and distributed pamphlets. It has participated in civic and public events.

The Association has provided legal advice on pharmaceutical matters. Blue Cross and Accident and Health insurance to its members at premium savings. It is now studying group life insurance for further protection.

We have represented all practitioners of Pharmacy in a professional way with regard to inter and intra-professional relations and programs. We enjoy a fine relationship with both the Baltimore City and Maryland State Departments of Health.

Yes, I am proud to report at the conclusion of 1957, that we have made tremendous progress and have accomplished much. Imagine what could be accomplished if we had the support of all the pharmacies in the Baltimore area.

To the "clique" of workers, I want to express my sincere thanks for your support during my tenure of office. You have been wonderful and I shall not forget it.

To the "clique" of critics and fault-finders, I invite you to come to the **active** support of your profession.

To all of you: Seasons Greetings and the Best of Everything for the New Year.

VICTOR H. MORGENROTH, JR.
President

Headquarters for

HOOVEN LETTERS
ROBOTYPED LETTERS
LYKA TYPED LETTERS
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call

MUlberry 5-3232, 33, 34
SAratoga 7-5172, 73

D. Stuart Webb
ADVERTISING SERVICES, INC.

306 N. GAY STREET
Baltimore 2, Maryland

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Dollars—of saving on Insurance Costs
Sense—in having strong Capital Stock Company protection

THE DRUGGISTS' OWN
Service Security Savings
THE AMERICAN DRUGGISTS' INSURANCE CO.
American Building
CINCINNATI, OHIO
INSURANCE CO.

Consult Our Agent

A. M. MAYER
Maryland State Agent
1800 North Charles Street
Baltimore 1, Maryland
Phone—PLaza 2-2508 Office
MOhawk 4-3106 Home

Bright and Cheery as
a Christmas candle
is our sincere wish
for a happy Yuletide.

HOTEL *Emerson*

A MEYER HOTEL

OTIS G. CLEMENTS **GEORGE A. SCHARF**
V. P. and Genl. Mgr. **Manager**

Help Fight TB

1957
1957
CHRISTMAS
GREETINGS

Buy Christmas Seals

Tuberculosis is one of those diseases against which medical science has made notable progress, but tuberculosis is not dead—YOU can catch TB —.

The latest available national figures on an annual basis reveal that 14,490 persons died of tuberculosis in the United States. More than 300 were from Maryland. In that same year, 1,752 Marylanders caught tuberculosis. Again, in 1956, more than 300 Marylanders died of tuberculosis. We don't know yet what the figure will be for 1957; we don't even want to make an estimate. But we do know the figure will be high.

One way to reduce these tuberculosis figures is through early detection of the disease. So far in 1957, 116,118 people in our state have taken advantage of the Maryland Tuberculosis Association's Mobile X-ray unit. Other ways to reduce the figures are through health education, patient services, rehabilitation and medical research.

But funds must be provided for these expensive operations . . . how?

Funds are provided by the sale of Christmas Seals. They've already been sent to homes all over Maryland and we hope you will continue to be generous in purchasing them. And we hope you will use them. No package, letter, or card looks right this time of the year without Christmas Seals.

BETTER MANAGEMENT ESSENTIAL

Drug store owners who don't use the modern management principles of big business run the risk of going under, Herman W. Leitzow, vice president for sales of Schering Corporation, warned the more than 1,500 pharmacists attending the annual convention of the National Asociation of Retail Drugists.

"Corporate success and individual success are not an accident today," he said. "The successful small businessman and the big business team employ the same management methods. But today's successful pharmacist goes big business one better; he is still a master at old-fashioned personal service."

He pointed out that nearly as many business concerns fail in the so-called "boom" years as in the "meager" years.

"It seems to me," he said, "that businessmen in general fail mainly because they lack management training and managerial experience . . . many plunge into business lacking sufficient money to start, much less to maintain a competitive business."

In pointing up the diversified responsibilities of the drug store owner or manager, Mr. Leitzow said:

"As a store manager you have to wear many hats. You are the president or general manager of the store; you are at one time or another the finance officer, the sales manager, the advertising manager, the personnel manager, the public relations manager, the purchasing agent and the market research manager . . . You must find time in your busy schedule for reading trade and professional journals and attending seminars."

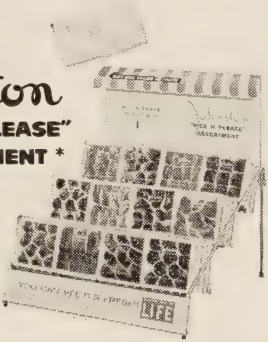
How can the manager of a drug store find time for all these vital functions?

"You must delegate certain jobs and responsibilities," advised the Schering vice president, "to give yourself time to think, plan and do those things that are most important to the over-all operation of the business. Get rid of the idea that employees are unable to handle any more responsibilities than they presently have. Find out who can assume more responsibility. This can also be part of the management development plan which the younger pharmacists began in college.'

Mr. Leitzow also warned the retail pharmacists to allot time in their busy schedules for recreation and leisure,

Now! Hand-pick your box of candy
to please personal tastes

Johnston
"PICK 'N' PLEASE"
ASSORTMENT *



12 different trays
of fancy chocolates
to choose from

4 trays fill an attractive
two-layer gift box

*T.M. of Robert A. Johnston
Milwaukee, Wisconsin

4-tray gift box only . . . $1.50

Individual trays 39¢

FRANCHISE DISTRIBUTOR

F. A. DAVIS & SONS, INC.

119 S. HOWARD ST.

both of which are essential for good physical and mental health of the businessman.

"Today we have a serious problem in getting enough young men to enter the pharmacy field," he said. "The coming five year program could make the recruiting job even more difficult. Thousands of young pharmacists are already getting more training in retail pharmacy under your guidance and tutelage. But couldn't you, as a store owner, put this training on a more formalized basis?

"If you employ some of the management techniques we have been talking about, you will give your trainees the kind of background they will need to cope with the complex problems they will face as store managers."

WE NEED MORE OF THIS

5817 Merville Avenue
Baltimore 15, Maryland
October 18, 1957

Mr. Joseph Cohen, Exec. Secretary
Maryland Pharmaceutical Assn.
650 W. Lombard Street
Baltimore, Maryland

Dear Mr. Cohen,

It is a privilege to respond to the association's request to address the Havre de Grace Rotary Club on October 9, 1957, during the observance of National Pharmacy Week.

My address was entitled "Pharmaceutical Icebergs" and I attempted to show that what the laity sees of the world of pharmacy is like the iceberg we see—only the fraction above the surface can be seen, whereas the largest part is hidden beneath the surface.

I touched on the many facets of pharmacy, but the stress was on two factors: (1) the long, costly, exacting process of creating modern pharmaceutical products and (2) the important function of the retail pharmacist, with special emphasis on the great care and constant checking which the pharmacist performs.

From the attention and the remarks of some of the audience I believe my listeners were left with a greater sense of appreciation of the vital functions of pharmacists in maintaining community health services and of what goes into producing pharmaceuticals today.

It was both a pleasure and honor to represent pharmacy.

Sincerely,
NATHAN I. GRUZ

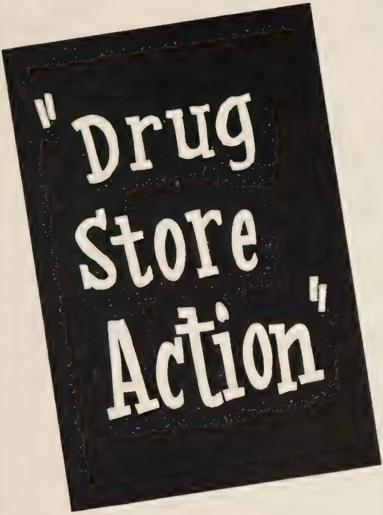
FALSE ADVERTISING ON ASIAN FLU

Two Federal agencies announced their intention to take prompt action if manufacturers make false or misleading claims that their drug products are effective in preventing or treating Asian influenza.

Statements were released simultaneously by the Federal Trade Commission, which enforces the Federal law against false advertising, and by the Food and Drug Administration, which has authority to proceed against ineffective products and false labeling.

The text of the FDA statement is as follows:

> "The Food and Drug Administration of the Department of Health, Education, and Welfare will take prompt action against any false and misleading claims by medicine manufacturers that products of limited benefit can effectively prevent or cure Asian flu or its complications. Such claims are contrary to the Federal law and the pubic interest.
>
> "The U. S. Public Health Service states that years of extensive research and laboratory investigation have shown inoculation with vaccine is the only reliable means of preventing influenza. The diagnosis of Asian flu and particularly the treatment of more serious complications are matters requiring the attention of a physician. Some drug preparations will relieve some of the discomforts of in-



"DRUG STORE ACTION"
is WBAL and WBAL-TV's
POWERFUL COOPERATIVE
MERCHANDISING PLAN

2 PROGRAMS WEEKLY
WBAL radio every Sunday
night 10:30 to 11:00 P.M.

WBAL-TV
Every Tuesday Morning
9:15 to 9:30 A.M.

"Drug Store Action" enlists the support of Maryland's 720 independently owned Drug Stores for approved products advertised on

WBAL and WBAL-TV
50,000 watts maximum power
dial 1090 Channel 11
NBC affiliates

Accepted By Pharmaceutical Profession Since 1890

MANHATTAN DRUG CO.
156-158 Tillary Street
Brooklyn 1, N. Y.

Manufacturers of
DRUG SPECIALITIES
Stearns and Patch Private Label Formulas
Buyers Imprint M-D-C Label

Neo Hist Nasal Spray—Neo Hist Capsules & Tablet
Thriocain Lozenges—Nervtabs—Gum Jel

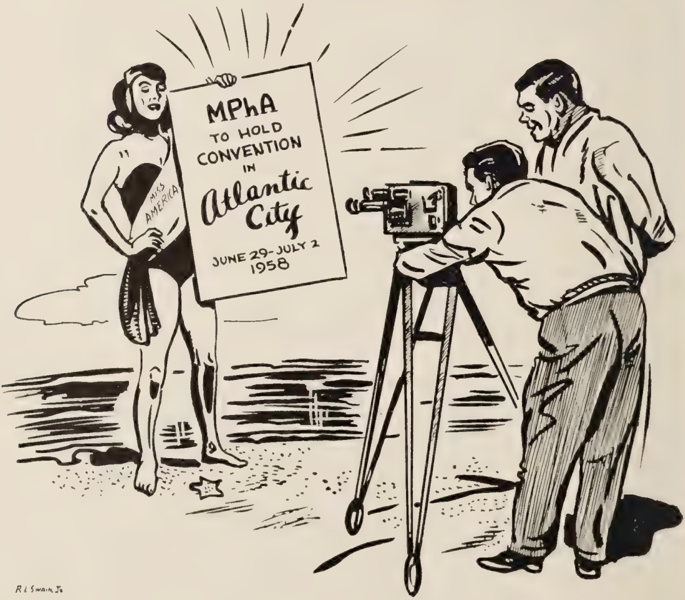
Represented by
I. M. (Irv.) Fischer, Jr.
Alhambra Apts—Lake Drive
Phone LA. 3-4624
Baltimore 17, Md.

fluenza, and these have a proper place in treating the patient. But aside from the vaccine there are no drugs available to prevent this disease. The public should be on guard against unwarranted claims for Asian flu medicines and should seek the advice of a physician for proper and safe means of prevention and treatment of the disease. The Food and Drug Administration intends to undertake vigorous enforcement action, if necessary, as provided under the Federal Food, Drug and Cosmetic Act."

A spokesman for the Federal Trade Commission said:

"It is the duty of the Commission to stop false and misleading advertising. There is no doubt that the Commission will proceed against any person or corporation who attempts to associate his product with a disease it cannot prevent, alleviate, nor cure. In an effort to protect the public, the Commission is actively checking all media of advertising and will move promptly to eliminate any claims that are false or misleading. It will be guided by the best medical opinion available."

BELONG—Join Local, State and National Pharmaceutical Associations.



AN EXCITING SHOT!

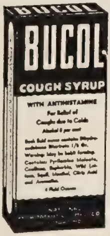
TO BE SURE!

BLUE-RIBBON

AQUAPAC **TIPPERS** **SEPTIPAC**
BLUE RIBBON **SAFETY TIPS** **GIANTS**

AMERICAN HYGIENIC COMPANY
111 S. Paca Street SAratoga 7-8328 Baltimore 1, Md.

BE RATIONAL ALWAYS SPECIFY "NATIONAL"


BUCOL
BUCOL
COUGH SYRUP
WITH ANTIHISTAMINE

Bucol & Bucol Jr.
COUGH SYRUP
WITH ANTIHISTAMINE
PLEASANTLY FLAVORED
LONG PROFITS ASSURED
Contains: Syr. Cocillana,
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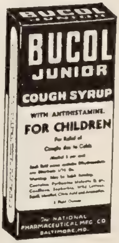
BUCOL
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JUNIOR
COUGH SYRUP
WITH ANTIHISTAMINE
FOR CHILDREN
The NATIONAL PHARMACEUTICAL MFG. CO. BALTIMORE, MD.

F.T.M. $.98 **A FAIR TRADE ITEM** **F.T.M. $.69**

The NATIONAL PHARMACEUTICAL MFG. CO. NATIONAL TRADE MARK
Manufacturers of fine Pharmaceuticals
314 LIGHT STREET, BALTIMORE 2, MD.

DETAIL MEN 'ESSENTIAL'

Detailing is a recognized part of drug distribtion in every part of the world where manufacturing pharmacy exists.

Manufacturer's representatives help speed the distribution of ethical drugs by performing at least 10 valuable services for dispensing pharmacists, Arthur C. Emelin told a meeting of the Fourth Pan-American Congress of Pharmacy and Biochemistry.

Mr. Emelin addressed the section on pharmaceutical economics in the Hotel Mayflower. He heads the J. B. Roerig and Company, division of Chas. Pfizer & Co., Inc., in New York.

While primarily salesmen, Mr. Emelin said, detail men also post pharmacists on trends in prescription writing, conduct inventories for them and advise on prescription item promotions.

They help out in emergencies "even at night and on Sundays" and explain their products to store personnel, Emelin said. He enumerated other valuable services detail men can perform for pharmacists.

The speaker said there are "close to 20,000 detail men" in the United States. This works out to "about one for every 10 physicians and every 2½ pharmacies."

Referring to a study by Charles C. Rabe, former associate professor at the St. Louis College of Pharmacy, Mr. Emelin said industry spends about $3,500 per pharmacy per year in the United States, to help detail men assist pharmacists.

Mr. Emelin cited a number of sources and surveys to underscore the importance of medical service representatives both to pharmacists and physicians.

"Physicians may be influenced most in their prescribing habits by information gleaned from detail men," he asserted, referring to a marketing study announced recently by the American Medical Association. The AMA reported 66 of 144 physicians listed detail men as their source of information on five pharmaceutical specialties. Forty-four listed medical journal articles.

The Roerig general manager cited reports in American Druggist; Medical Economics; Medical Times; America Clinica, a Latin American medical journal; Medical Marketing and The Resident Physician in support of his thesis.

He quoted verbatim from a personal interview with Dr. Morris Fishbein, internationally respected medical editor:

" 'The qualified detail man is not a parrot who is reproducing sounds that he has heard in the company's office. He is, himself, in a position to question and thus he has, himself, occasionally stimulated further research, more medical trials and greater carefulness in the making of claims.' "

"Over 55 Years Service To Baltimore Druggists"

Dr. West's Toothbrushes
Davol Rubber Goods
Ace Hard Rubber Combs
Ajax Hard Rubber Combs
Devilbiss Atomizers
Camp Stationery
Lacross Manicure Implements
Millers Forge Manicure Implements
Jones Enamelware
Gillette, Gem, Razors and Blades
Eaton High Grade Stationery
Becton Dickinson Products
Kotex, Kleenex, Modess, Yes
Tampax
Doeskin Products
Brockway Glassware
American Thermos Bottles
Sheiks-Ramses
Trojans

Miller Drug Sundry Co.
105 W. Redwood Street
Baltimore 1, Maryland

WINTER

REGIONAL MEETING

Maryland Pharmaceutical Association

THE NEW INDIAN SPRINGS COUNTRY CLUB
Wheaton, Maryland

Thursday, January 16, 1958

Enjoy An Interesting Day At This Fabulous New Club

Lunch—1:00 P.M.

Interesting Speaker	**Business Meeting**
Cocktails	**Dinner**

Meeting of the Ladies Auxiliary

Definite Reservations Must Be Made

$8.00 per Person for the Day

THE COST OF CARELESSNESS

Accidents and sickness don't "just happen." They are caused often by factors that the individual can control. One major cause is that many people are careless about their safety and their health.

The fact that almost 100,000 Americans die each year in accidents is one result of the public's failure to take better care of themselves. Accidents are the fourth leading cause of death in this country, and the leading killer of children and young adults. The over-all cost of accidents (including medical services, wages lost, and property damage) last year came to $11,200,000,000 —almost enough to pay for all private medical, hospital, dental, and related services used during the same period.

Even so, there is an encouraging side to the story. In the last 50 years, al though the annual number of deaths has gone up slightly, the accident death rate has declined by over 40 per cent—from 99.5 per 100,000 in 1906 to 56.5 in 1956. A number of factors have helped bring about this improvement. Advances in medical science—new drugs and surgical techniques, wider knowledge and use of blood and its derivatives—have played their part in reducing the accident death toll as well as in fighting disease.

Another factor in the prevention of accidents is the use of public pressure to enforce safety requirements. In areas where public control is possible (as in airline and railroad travel), improvements in safety records can be spectacular. The work of the National Safety Council and state and local groups has been especially important in stimulating public interest in safety measures.

Far less progress, however, has been made in areas where individual responsibility is great—in the home and in automobiles, for example. Too many people ignore the rules of safety, just as they often ignore opportunities provided by modern medical care. Clearly, accident tolls and costs could be reduced —as could incidence of illness and premature death—if the public gave greater attention to preventive health measures, better health habits, and early consultation with physicians.

Our accident record, particularly over the national holiday weekends, proves that doctors, hospitals, and safety engineers can do just so much. It is still the individual who carries the main responsibility for his own safety and health.—GEORGE BUGBEE, President, Health Information Foundation.

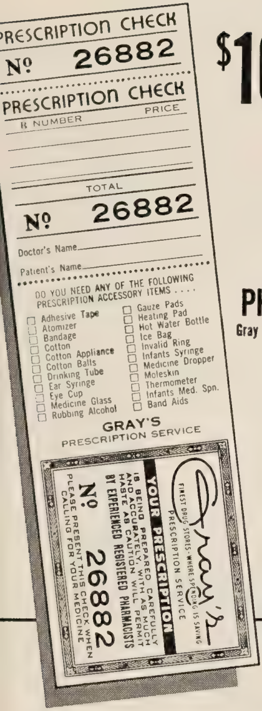
Compliments of

MARYLAND
INSTITUTE
OF
WINE AND SPIRIT
DISTRIBUTORS,
INC.

PATRONIZE

OUR ADVERTISERS

THEY ARE OUR FRIENDS



PRESCRIPTION CHECK

Nº 26882

PRESCRIPTION CHECK

℞ NUMBER PRICE

TOTAL

Nº 26882

Doctor's Name

Patient's Name

DO YOU NEED ANY OF THE FOLLOWING PRESCRIPTION ACCESSORY ITEMS ....

- ☐ Adhesive Tape
- ☐ Atomizer
- ☐ Bandage
- ☐ Cotton
- ☐ Cotton Appliance
- ☐ Cotton Balls
- ☐ Drinking Tube
- ☐ Ear Syringe
- ☐ Eye Cup
- ☐ Medicine Glass
- ☐ Rubbing Alcohol
- ☐ Gauze Pads
- ☐ Heating Pad
- ☐ Hot Water Bottle
- ☐ Ice Bag
- ☐ Invalid Ring
- ☐ Infants Syringe
- ☐ Medicine Dropper
- ☐ Moleskin
- ☐ Thermometer
- ☐ Infants Med. Spn.
- ☐ Band Aids

GRAY'S
PRESCRIPTION SERVICE

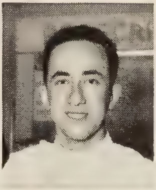
Gray's
FINEST DRUG STORES - WHERE SPENDING IS SAVING
PRESCRIPTION SERVICE

YOUR PRESCRIPTION
IS BEING PREPARED CAREFULLY AND ACCURATELY, WITH AS MUCH HASTE AS CAUTION WILL PERMIT BY EXPERIENCED REGISTERED PHARMACISTS

Nº 26882

PLEASE PRESENT THIS CHECK WHEN CALLING FOR YOUR MEDICINE

$100 PROFIT-MAKING IDEA #8



Miles Salutes
PHARMACIST M. R. JACOBS

Gray Drug Co., 13928 Cedar Road, University Heights, Ohio

"With each prescription received we give the customer a call check as shown on the left. The lower portion is retained by the customer; the upper portion goes to the pharmacist with the prescription. After the Rx is filled, we check off the accessory items that might be required to bring full therapeutic effect and suggest them to the customer. This "idea" has been a great aid to the customer and to us in building greater profits."

$50.00 to Mr. Ralph Laufman, Wholesale Salesman who services Gray Drug for Cleveland Wholesale Drug, Div. of Ketchum & Co., 2101 E. 93rd, Cleveland, Ohio

---

THE WINTER MONTHS ARE

BIG PROFIT MONTHS

with

Alka-Seltzer®
BRAND

SPEEDY
®
Alka-Seltzer
Alka-Seltzer

CASH IN WITH AN EXTRA DISPLAY FOR COLD DISCOMFORTS!

MILES LABORATORIES, INC.
ELKHART, INDIANA

Partner of the Retail Druggist for more than 70 years

The glow of our Christmas candle brightens our sincere wishes for the happiest of Yuletides and a year of health, peace and contentment.

Borden's Ice Cream Co.

for diarrhea

LACTINEX®

TABLETS & GRANULES

LACTINEX GRANULES and LACTINEX TABLETS contain a standardized viable mixed culture of Lactobacilli acidophilus and bulgaricus with the naturally-occurring metabolic enzymes produced by these organisms.

LACTINEX TABLETS—A clinically proven treatment for gastro-intestinal disturbances, including diarrhea[1,2,3] (antibiotic induced and others) in infants and adults.

LACTINEX GRANULES—An especially designed dosage form (served on cereal, food or with milk) of this effective product for the pediatric and geriatric patient.

Dosage: Three or four tablets or one packet, three or four times a day.

Supplied—tablets in bottles of fifty—granules in boxes of twelve, one gram packets.

1. Siver, Robert H.: Current Medical Digest, Vol. XXI, No. 9, September 1954.
2. McGivney, John: Texas State Journal of Medicine, Vol. 51, No. 1, January 1955.
3. Frykman, Howard M.: Minnesota Medicine, Vol. 38, No. 1, January 1955.

HYNSON, WESTCOTT & DUNNING, INC., Baltimore 1, Md.

HW&D

Hendlers
ICE CREAM
"The Velvet Kind"

A Merry Christmas
and many more = =
A Happier New Year
than ever before

L. Manuel Hendler

L. MANUEL HENDLER

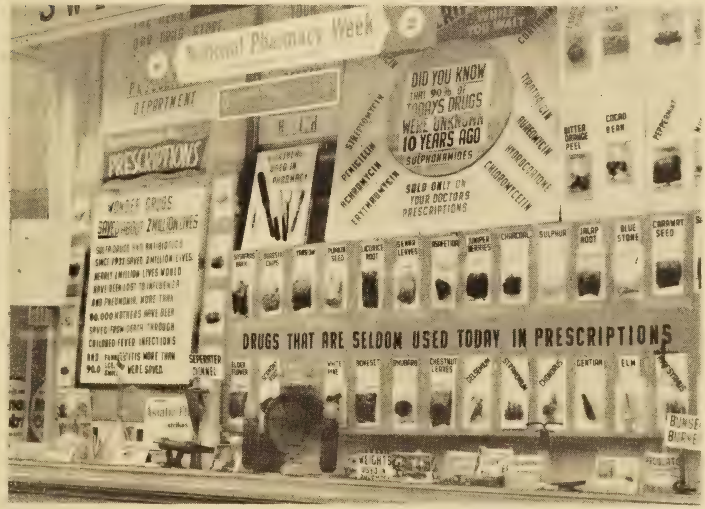
First name in ice cream for over a half-century

The Maryland Pharmacist

PRACTICAL
PROGRESSIVE
PROFESSIONAL

VOLUME XXXIII **DECEMBER, 1957** **No. 3**

MARYLAND PHARMACY WEEK DISPLAY CONTEST WINNER


National Pharmacy Week
DEPARTMENT
PRESCRIPTIONS
WONDER DRUGS SAVED ABOUT 2 MILLION LIVES
DID YOU KNOW THAT 90% OF TODAYS DRUGS WERE UNKNOWN 10 YEARS AGO
SULPHONAMIDES
STREPTOMYCIN
PENICILLIN
ACHROMYCIN
ERYTHROMYCIN
TERRAMYCIN
AUREOMYCIN
HYDROCORTISONE
CHLOROMYCETIN
SOLD ONLY ON YOUR DOCTORS PRESCRIPTIONS
BITTER ORANGE PEEL
COCOA BEAN
PEPPERMINT
SASSAFRAS BARK
QUASSIA CHIPS
PUMPKIN SEED
LICORICE ROOT
SENNA LEAVES
ASAFETIDA
JUNIPER BERRIES
CHARCOAL
SULPHUR
JALAP ROOT
BLUE STONE
CARAWAY SEED
DRUGS THAT ARE SELDOM USED TODAY IN PRESCRIPTIONS
SEPERATER FUNNEL
ELDER FLOWER
WHITE PINE
BONESET
RHUBARB
CHESTNUT LEAVES
GENTIAN
ELM
WEIGHTS USED IN PHARMACY
BUNSEN BURNER

SWISS' PHARMACY · BALTIMORE

Published Monthly by the
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Subscription Price $2.00 the Year
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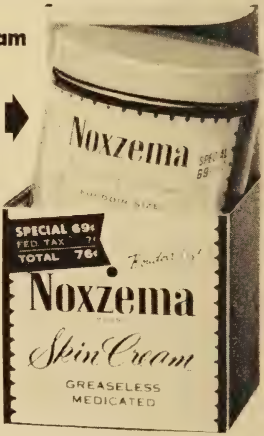
Get Extra FAST Profits With Noxzema's New "Dressing Table" Special

The Same Famous Cream
in an Attractive New
6 oz. Boudoir Jar


Noxzema
SPECIAL 69
BOUDOIR SIZE
SPECIAL 69¢
FED. TAX 7¢
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Boudoir Size
Noxzema
Skin Cream
GREASELESS
MEDICATED

EXTRA FAST TURNOVER
MEANS
EXTRA FAST PROFITS!

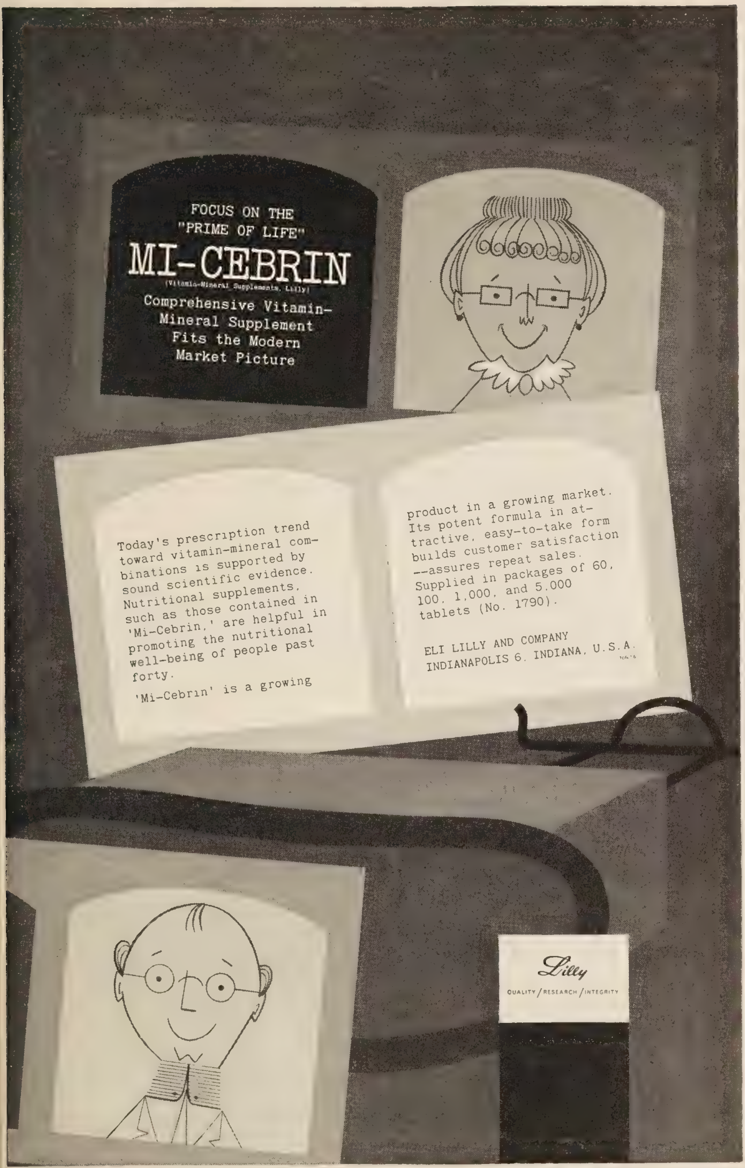
1. 38% profit
on each single sale!

per doz., list price is	$6.18
less	16-2/3%
per doz., you pay only	5.15
your customers pay	69c Plus Tax

2. **BACKED BY A GREAT COAST-TO-COAST PROMOTION!**
See it on the Perry Como TV Show! WBAL-TV Channel 11
See it in the newspapers! Baltimore News Post -
Baltimore Sun.

3. **TERRIFIC TURNOVER!**
Famous Noxema is an all-purpose cream for every member of the family, with a happy history of heavy repeat sales. Count on it!

ORDER YOURS TODAY — HURRY — OFFER IS LIMITED!



FOCUS ON THE
"PRIME OF LIFE"

MI-CEBRIN

(Vitamin-Mineral Supplements, Lilly)

Comprehensive Vitamin-
Mineral Supplement
Fits the Modern
Market Picture

Today's prescription trend toward vitamin-mineral combinations is supported by sound scientific evidence. Nutritional supplements, such as those contained in 'Mi-Cebrin,' are helpful in promoting the nutritional well-being of people past forty.

'Mi-Cebrin' is a growing product in a growing market. Its potent formula in attractive, easy-to-take form builds customer satisfaction --assures repeat sales. Supplied in packages of 60, 100, 1,000, and 5,000 tablets (No. 1790).

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QUALITY / RESEARCH / INTEGRITY

ON THE UPSWING IN SALES

PARACORT

PREDNISONE, PARKE-DAVIS

PARACORTOL

PREDNISOLONE, PARKE-DAVIS

Since their introduction, PARACORT and PARACORTOL sales have risen steadily. Heavy detailing and advertising to doctors will continue the trend to PARACORT and PARACORTOL for the many disorders helped by prednisone or prednisolone. To be ready, stock up on PARACORT and PARACORTOL *now*.

supplied: PARACORT and PARACORTOL are available as 5-mg. and 2.5-mg. scored tablets; bottles of 30 and 100.

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*TRADE MARK

80193

The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION
Office of Publication: 650 W. Lombard Street, Baltimore-1, Md.
SAratoga 7-0746

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. . . Editorial . . .

THE MISSING LINK

There is no question that Pharmacy has held its own during 1957, dollar-wise. An estimated 6-billion dollar volume for the year. Even at inflated value this is not bad. However, Pharmacy has not maintained its physical volume in many of the traditional drug store lines. This merits serious thought and attention.

Retail Pharmacy is unique in that it is both profession and business at the same time. It fills prescriptions, dispenses drugs and remedies and renders other services requiring education, specialized training and licensure. These assure those engaged in the practice of Pharmacy a degree of security that other consumer services do not enjoy. There is no mistake that Pharmacy shall remain an essential community necessity. This does not guarantee economic security however.

We all agree that the Prescription Department is the backbone of every Pharmacy. We must recognize, however, that the "backbone" must be supported by the sinews of other departments so that the entire structure pharmaceutic may withstand the pressures of the times. We can not live by bread alone.

Drug Topic's Lost Sheep series has been of tremendous value in bringing home the facts. Lost Sheep has revealed alarming shortcomings of Pharmacy with regard to its function as a distributor of health and beauty aids. It has proven, without a question of a doubt, that Pharmacy as a whole has not kept pace with the times. This is particularly true of Independent Pharmacy. The shocking facts disclosed by the Lost Sheep crusade has awakened Pharmacy to a "do or die" realization.

American Druggist too, certainly deserves a measure of credit for their part in the awakening through their store modernization program; their reports on merchandising trends; and their "Try the Drug Store First" project.

Other drug publications, as well as associations, manufacturers and wholesalers have furnished a wealth of free advice and material to assist retail Pharmacy reclaim lost volume on traditional drug store commodities.

All of these aids have been appreciatively received. Some progress has been made, but unfortunately, not enough. Wherein lies the fault? What is the **Missing Link?**

The Chain and the Supermarket operation are highly organized with: executives, department heads, trained personnel, merchandising, advertising, warehousing, inventory control, etc. On the other hand, Independent Retail Pharmacy is not fully equipped with these essential tools. Its operation is too limited in scope to be able to afford these necessities.

The independent pharmacist makes an attempt at being competitive, but soon realizes he is stymied, because the same tools are not available to him as are to the Chain and Supermarket. His limited purchasing power as an individual automatically eliminates him from access to point-of-sale merchandising aids, such as advertising and promotional allowances.

If Independent Pharmacy is to be considered in the distribution of nationally advertised, branded health and beauty aids, and it certainly should be if for no other reason than sheer numbers. (According to the 23rd Nielson Report, recently released—94% of 56,000 drug and proprietary stores are independently owned.)

The merchandising potential of Independent Pharmacy—**Small Business**—has not been fully exploited by the drug industry at today's standards. Too many short-cuts are taken. Too much is taken for granted. As a result latent sales lie dormant in 94% of the out-

Upjohn

best-seller
for
28 years!

Cheracol*

ach fluidounce contains:

odeine phosphate	1 gr.
hloroform	2 grs.
otassium guaiacolsulfonate	8 grs.
mmonium chloride	8 grs.
ntimony and potassium tartrate	1/12 gr.
lcohol	3%

With white pine and wild cherry bark

upplied:

ottles of 2 and 4 fl. ozs., pint, and gallon

*Trademark, Reg. U. S. Pat. Off.

he Upjohn Company, Kalamazoo, Mich.

lets. What a potential! Therein is the **Missing Link.**

Manufacturing and wholesaling interests should put their wise heads together and come up with a practical, workable, all-inclusive plan.

Independent Pharmacists everywhere want to better themselves. They need merchandising and business education; they need sincere guidance; they need the tools; they need a well planned, a well organized, and a well supervised plan.

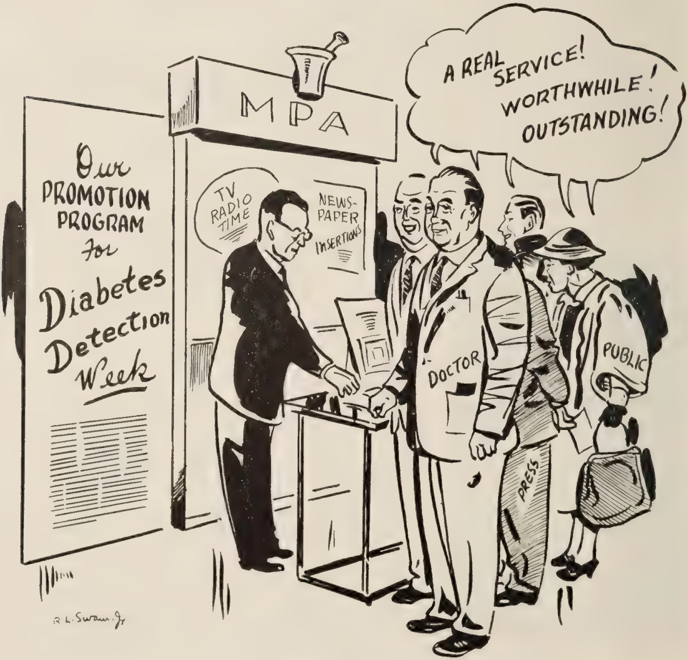
DUES ARE DUE
DO WE HAVE YOURS?

UPJOHN VS SUBSTITUTERS

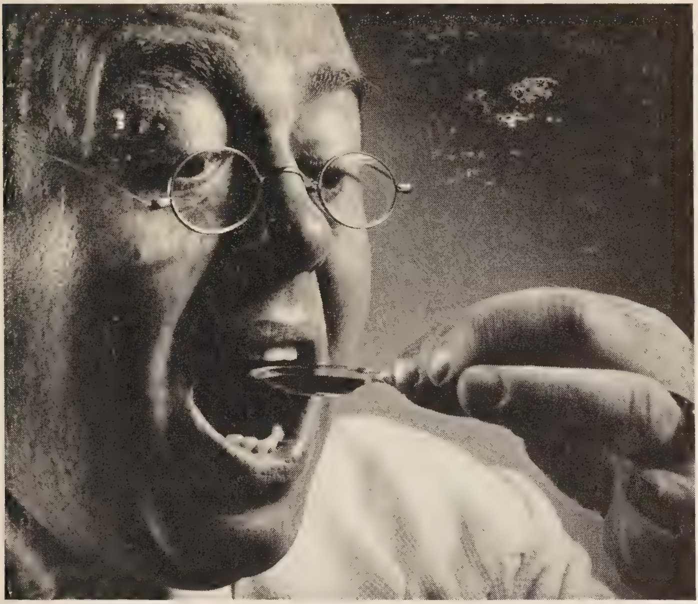
As part of its nation-wide program to curb brand substitution, The Upjohn Company is conducting investigations and bringing lawsuits in a number of states.

Two lawsuits have been concluded recently by consent judgments in the Federal Court of Minnesota. Two pharmacies were permanently enjoined from substituting other brands for Upjohn products and required to pay damages of over $700.

Injunctions and damages have been obtained previously by Upjohn against substituters in Illinois, New York and Indiana.


MPA
Our PROMOTION PROGRAM For Diabetes Detection Week
TV RADIO TIME
NEWS-PAPER INSERTIONS
A REAL SERVICE! WORTHWHILE! OUTSTANDING!
DOCTOR
PRESS
PUBLIC
R. L. Swann, Jr.

FAVORABLE REACTION!



"Open wide, Doctor."

When the S.K.F. detailman isn't persuading a physician to sample a palatable medication, he may be pointing out the usefulness of a new drug in hypertension. Or, perhaps, he is noting a blockbuster of a question for referral to the S.K.F. Medical Department. Basically, on *every call* he gives your prescribing physicians important, timely information about developments in the pharmaceutical industry.

You can be sure that the S.K.F. detailman is concentrating his energies where they help you most—in the physician's office. He is one of your most productive salesmen.

The S.K.F. detailman is one of the many reasons why S.K.F. products currently rank second in the number of specified prescriptions written.

Smith, Kline & French Laboratories, Philadelphia

PRESIDENT'S MESSAGE

Dear Fellow Pharmacists:

As I look back on the year 1957, I cannot help but conclude that although it was a good year economically, we fell short in many respects.

As the year came to a close, there were prospects of a business recession with increased unemployment as a forerunner of things to come. There were grumblings about our lack of scientific progress with indications of greater federal expenditures for armament and, naturally, no tax relief. There was talk of still greater social reforms which meant even more taxes. The cost of living and services generally, kept spiraling upward. So much for 1957, it is a closed book. What does the future hold in store for us?

As we enter the year 1958, I hope for you and me:

That we have a year of Peace, Health and Prosperity,

That we conduct ourselves in a manner that will reflect favorably upon ourselves and the profession we represent,

That we strive for better intra- and inter-professional relations,

That we observe the laws and regulations pertaining to the practice of Pharmacy,

That Fair Trade shall survive for the economic stability of small and big business alike,

That the value of our services be based at a level commensurate with our professional training and responsibilities,

That we support the Associations and those stalwart workers who labor in our behalf,

That we attend and participate in pharmaceutical meetings and functions,

That we all support the pharmacy student recruitment program by talking Pharmacy up,

That we do unto others as we would have them do unto us.

You can make a good start by paying your 1958 Association dues today.

GEORGE M. SCHMIDT
President

Support

The Maryland Pharmaceutical Association.

It Represents The Best In Pharmacy.

EASTERN RESEARCH LABORATORIES, INC.

ETHICAL MEDICINAL SPECIALTIES SINCE 1929

14 WEST EAGER STREET AT CATHEDRAL, BALTIMORE 1, MARYLAND, U. S. A.
CABLE ADDRESS: ERLCO BALTIMORE

DECEMBER 10, 1957

✶ INDICATES NEW PRODUCTS

For Our Many Products Not Shown Here, See Either National Listing Book

PRODUCT	SIZE	LIST PRICE	FREE GOODS	F. TRADE
B & A POWDER	7½ oz.	6.00 doz.	2 with 12	.75
B & A POWDER	5 lb.	44.00 doz.	1 with 6	5.50
CHLOROTHANE	2 oz.	6.00 doz.	1 with 6	.75
CHLOROTHANE	4 oz.	10.00 doz.	1 with 6	1.25
DELATROPIN LOZENGES	60's	14.40 doz.	1 with 12	℞
✶ Stedytabs (sustained release tablets) DELFETAMINE, 30 mg.	30's	1.95 each	1 with 12	℞
✶ Stedytabs (sustained release tablets) DELFETA-SED	30's	1.95 each	1 with 12	℞
✶ Stedytabs (sustained release tablets) DELFETA-SED plus T	30's	1.95 each	1 with 12	℞
Tablets DELFETAMINE, 10 mg.	100's	14.40 doz.	1 with 12	℞
Tablets DELFETAMINE, 10 mg.	1000's	10.00 each		℞
✶ Tablets DELFETA-SED	100's	2.10 each	1 with 12	℞
✶ Tablets DELFETA-SED	1000's	18.90 each		℞
✶ Tablets DELFETA-SED plus T	100's	2.10 each	1 with 12	℞
✶ Tablets DELFETA-SED plus T	1000's	18.90 each		℞
EX-CALORIC WAFERS	100's	12.00 doz.		1.50
EX-CALORIC WAFERS	500's	46.00 doz.		5.75
EX-CALORIC WAFERS	5000's	31.00 each		46.50
NEO-TRITABS ANPHETACOMP	45's	14.40 doz.	1 with 12	℞
NEO-TRITABS EXYROID	45's	14.40 doz.	1 with 12	℞
TRITABS ANPHETACOMP	45's	14.40 doz.	1 with 12	℞
TRITABS EXYROID	45's	14.40 doz.	1 with 12	℞

TOMORROW'S THERAPY TODAY
ERL
ESTABLISHED 1929

IN BUILDING THE DOZEN DEAL QUANTITY YOU MAY ASSORT ALL PRODUCTS BEARING THE SAME LIST PRICE AND FREE GOODS.

FREE GOODS GIVEN ON DIRECT PURCHASE ONLY

BIG NEWS IN THE TETRACYCLINE FIELD!

For the first time . . . a practical intramuscular dosage form producing significant **24-HOUR BLOOD LEVELS** with a **SINGLE INJECTION**

Tetrex®

TETRACYCLINE PHOSPHATE COMPLEX U.S. PAT. NO. 2,791,609

INTRAMUSCULAR '250'

WITH XYLOCAINE

Thanks to the unique solubility properties of TETREX – the original tetracycline phosphate complex which produces faster, higher, more prolonged blood levels – maximal dosage can now be incorporated in minimal injection volume. RESULT: *a single intramuscular injection can provide significant tetracycline blood levels for 24 hours.*

TETREX Intramuscular '250' – in keeping with its tremendous potential—is being intensively promoted right now to the medical profession. The need is self-evident; the product is unique. So be prepared for a faster, higher, more prolonged prescription demand.

Make sure – right now –
that your stock is
adequate for all requirements

Each vial (to be reconstituted with 1.6 cc. of sterile water or normal saline) contains:

TETREX (tetracycline phosphate complex) ....250 mg.
(tetracycline HCl activity)

Xylocaine* hydrochloride .... 40 mg.
plus magnesium chloride 46 mg. and ascorbic acid 300 mg. as buffering agents.

*® of Astra Pharm. Prod. Inc. for lidocaine.

BRISTOL LABORATORIES INC., SYRACUSE, N. Y.

**FOR DRUG FIXTURES
THAT SELL DRUGS**

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PHILADELPHIA 44, PENNSYLVANIA

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FOR
FULL
PROFIT
POTENTIAL

INFORMATION WITHOUT OBLIGATION

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THE HENRY B. GILPIN COMPANY
BALTIMORE - WASHINGTON - NORFOLK

. . . Fair Trade News . . .

FAIR TRADE WIDELY USED BY MANY COMPANIES

Most manufacturers who have adopted fair trade are continuing to protect their trademarks and their distribution systems by fair-trading their identified products, according to a survey of 10 retail fields made by the Bureau of Education on Fair Trade.

The survey also revealed that only a handful of manufacturers have discontinued their use of fair trade in the last five years.

Data for the survey were obtained through a poll of retail and wholesale trade associations represented on the Bureau's National Advisory Committee. The survey covered the following 10 fields in which fair trade is used: drugstore products, books, cigars, jewelry, automotive products, gasoline, photographic supplies, hardware, fountain pens and electrical appliances.

"Over-all, the data show a large number of companies in these fields who are fair-trading their products and carrying out their fair trade programs in good faith, despite setbacks and increasing difficulties," Dr. Dargavel noted. "Furthermore, representatives of every field surveyed reported that the majority of retailers in these fields recognized the need for effective fair trade more than ever and could be counted on to do everything in their power to preserve fair trade."

Of an estimated 56,430 products sold in drugstores and manufactured by 5,900 companies, approximately 16,000 are fair-traded, including a majority of the leading brands, the survey found.

In the jewelry field, there are approximately 121 manufacturers of watches, silverware and jewelry accessories, and 90% of these companies use fair trade on one or more of their brands, according to the survey. The manufacturers of the leading brands of watches and silverware are all on fair trade, and they are regarded in the field as doing a good job of enforcement. No watch or silverware manufacturer has discarded fair trade, the survey found.

In the book field, 95% of the 120 key publishers are on fair trade. No publisher is known to have dropped fair trade.

In the cigar industry, there are some 81 producers and approximately 25% of these are on fair trade. Practically all of the most popular brands are fair-traded, and dealer representatives report that a good, solid job of enforcement is being done.

In the fountain pen field, there are some 15 companies and the majority of the top brands in this field are fair-traded. One major manufacturer has dropped its fair trade program. Companies in the field which have stepped up their fair trade enforcement are reported to be winning increased dealer loyalty.

In the automotive products field, anti-freezes are almost 100% fair-traded and enforcement is reported to be improving.

In the photographic field, a mixed picture was found. While three leading companies have dropped their fair trade program, a number of small companies are continuing to fair-trade their products. One major corporation during the past year adopted a fair trade program for its photo flash bulbs, for the first time, and its leading competitor in this product has been a strong fair-trader for some time.

The small electrical appliance and hardware fields present marked contrasts of strong and weak fair-trading. Yet in the small electrical appliance field two of the most vigorous fair-trading companies in the country have proved that fair trade pays off as a merchandising policy when it is vigil-

EMERGENCY
PRESCRIPTION SERVICE
TO YOUR DRUGGIST

Loewy Drug Company, Inc.

108 South Hanover St. Baltimore 1, Md.

Announces a New

Emergency Prescription Service

FOR DRUG STORES IN THE BALTIMORE AREA

In Addition To Your Regular Delivery Our

EMERGENCY PRESCRIPTION SERVICE TRUCKS

Will Leave Our Warehouse

12:00 Noon - 3:00 P.M. and 6:00 P.M.

Monday Thru Friday

FOR

1—No Lost Prescription Sales
2—Elimination Of Overstock
3—A Late 6 P.M. Delivery to Take Care of Your Night Rush Prescription Period
4—Increased Prescription Volume

Phone SAratoga 7-0275 **Ask For E. P. S. Desk**

antly enforced. One of the companies won 68% of the market for its fair-traded appliance against heavy price-footballing on competing brands. The other company, over a period of 10 years of championing fair trade, has increased its sales by 800%.

In the gasoline field, fair-trading has suffered a setback in New England as a result of adverse court decisions but it is still strong in New Jersey where gas stations are reported to be getting some respite under fair trade from the price wars of recent years.

FAIR TRADE STICKER NOTICES

JOHNSON & JOHNSON—Page 45

Item	F.T.M.
Band-Aid Plastic—Small	$ .19
Band-Aid Plastic—Medium	.43
Band-Aid Plastic—Large	.63
Band-Aid Plastic—All-Wide	.63
Band-Aid Plastic Junior	.69
Band-Aid Charmers	.53
Band-Aid Strip Patch & Spot—Medium	.53
Band-Aid Stars N Strips—Family	.63
Band-Aid Stars N Strips—Medium	.43
Band-Aid Cloth Strips—Medium	.39
Band-Aid Cloth Strips—Large	.53
J. & J. Chesterfield Belts—Regular	$4.95
J. &. J. Chesterfield Belts—Extra Large	5.95

LADY ESTHER—Page 48

Four Purpose Face Cream	$ .45
Four Purpose Face Cream	.75
Four Purpose Face Cream	.98
Face Powder	.19
Face Powder	.45
Face Powder	.75
Estrogenic Hormone Cream	.75

NATIONAL BRANDS DIV. STERLING DRUG—Page 7

Bayer Aspirin—12's	$ .15
Bayer Aspirin—24's	.23
Bayer Aspirin—100's	.67

THE SCHOLL MFG CO., INC. — Page 87

Item	F.T.M.
Dr. Scholl's Super-Soft Zino-Pads—All Sizes	.43
Dr. Scholl's Bev-Edge Pads—All Sizes	.43
Dr. Scholl's Foam Ease Corn-Small Corn — Callous-Bunion Pads—Callous Cushions & Metatarsal Cushions	.43
Dr. Scholl's Kurotex 7 x 10 (Tin)	.43
Dr. Scholl's Kurotex 7 x 30 (Tin)	.98
Dr. Scholl's Moleskin—7 x 10 (Tin)	.43
Dr. Scholl's Moleskin 7 x 30 (Tin)	.98
Dr. Scholl's Kiro Felt (Box)	.43
Dr. Scholl's Salicylic Acid Plaster (Packet)	.39
Dr. Scholl's Foot-Eazer—All Sizes	8.00

MEAD JOHNSON—Page 59

Dalactum—13 oz.	$ .31
Deca-Mulcin—4 oz.	1.57
Deca-Mulcin—8 oz.	2.85
Deca-Mulcin—16 oz.	5.15
Deca-Vi-Caps—100's	3.89
Mulcin—4 oz.	1.39
Mulcin—8 oz.	2.50
Mulcin—16 oz.	4.50
Natalins—100's	4.19
Natalins—500's	18.85
Natalins PF—100's	4.19
Natalins T—100's	4.19
Panalins—100's	4.27
Peri-Colace Caps—30's	3.60
Peri-Colace Caps—60's	6.19
Yeast Powder—6 oz.	1.39
Yeast Tablets—250's	1.39
Yeast Tablets—1000's	4.45

BORCHERDT CO.—Page 8-A

Borcherdt Malt Soup Extract	
Powder—8 oz.	$1.99
Powder—1 lb.	2.99
Liquid—8 oz.	1.89
Liquid—Pint	2.89

PERSONAL PRODUCTS CORP. — Page 74

Serena—Box of 12's	$ .59-2 for $1.15
Serena—Box of 48's	2.29-2 for 4.47

NOXZEMA CHEMICAL CO. —
Page 69

Item	F.T.M.
For the months of January & February, 1958	
Noxzema Skin Cream—2½ oz. ..	$ .43

* * * *

Item	F.T.M.
Noxzema Skin Cream—6 oz. Boudoir Size	$ .89
Noxzema Instant Shaving Lather (aerosol) 11 oz. can	1.19

DID YOU KNOW THAT?

The origin of wearing black during mourning was not to show sorrow over the loss of the departed.

Rather it was a desperate attempt to prevent the ghost of the departed from haunting his family and friends in the days that followed his death.

Dressing all in black was supposed to make people invisible to the apparently near-sighted ghosts.

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Are You Getting Your Share?

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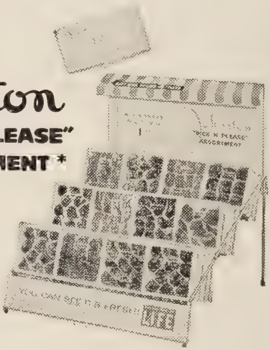
to please personal tastes

Johnston
"PICK 'N' PLEASE"
ASSORTMENT *



12 different trays
of fancy chocolates
to choose from

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two-layer gift box

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4-tray gift box only . . . $1.50
Individual trays 39¢

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Double Demand
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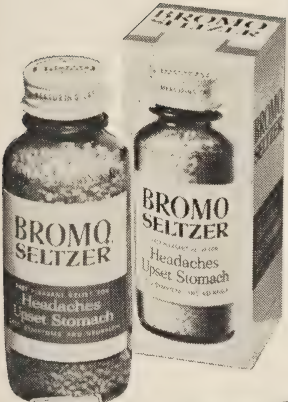
BROMO-SELTZER



New sales, new profits for druggists, as famous headache remedy invades field of upset stomach!

1.

Bromo-Seltzer for UPSET STOMACH!

Medical research shows Bromo-Seltzer, famous for headache relief, works fast for upset stomach, too! Backed by heavy advertising, this proven use of Bromo-Seltzer will bring you new sales, new profits and double your customers' demand for this highly profitable item!

2.

Bromo-Seltzer for HEADACHES!

"Best for 9 out of 10 headaches" is the powerful theme behind Bromo-Seltzer's big, new campaign on headache. Backed by medical research, this compelling new advertising campaign will boost your sales, your turnover and your profits on Bromo-Seltzer!

TWO BIG TV SHOWS!

Your Hit Parade

One of TV's really great shows! Four big stars: Dorothy Collins, Gisele MacKenzie, Snooky Lanson, Russell Arms . . . latest song hits . . . . gay dancing . . . brilliant staging! Channel 13, Baltimore, 10:30 p.m. Saturdays. Channel 4, Washington, 7 p.m. Fridays.

Science Fiction Theatre

Each week star salesman Truman Bradley speaks for Bromo-Seltzer on "Science Fiction Theatre"—an intriguing half hour show that reaches deep into the realm of the unknown. Channel 11, Baltimore, Sundays at 10:30 p.m.; Channel 7, Washington, Sundays at 6:00 p.m.

. CONTRIBUTIONS .

RECRUITING FOR THE PROFESSION

(An editorial by Robert P. Fischelis in the November 1957 issue of the Practical Pharmacy Edition of the Journal of The American Pharmaceutical Association.)

On all sides, pharmacists are being exhorted to engage in active recruitment of students of pharmacy so as to assure an adequate supply of desirable practitioners for the future.

Every professional, scientific, and commercial organization is endeavoring to interest high school and college students in its own acivities and practically all professional and trade organizations have entered upon campaigns for bringing to the attention of promising students the advantages of making their living in the calling which they represent.

More recently, high pressure public relations efforts have been introduced into these recruiting campaigns to such an extent that even industry as a whole is laying down rules of procedure to curb what are, in essence, considered unfair practices.

The Chamber of Commerce of the United States has recently published broad proposals to protect college students from high pressure job recruiting tactics. A publication entitled "Principles and Practices of College Recruiting" offers a single set of recruiting standards for voluntary acceptance by all colleges and employers including government agencies. The Chamber points out that, in addition to safeguarding students, the proposals would protect the many employers who have refused to high pressure youngsters they seek to hire after graduation.

Among the practices disapproved by the new recruiting guide are the bidding up of salary offers by competing employers, elaborate entertainment of prospective student employees, special payment or other gifts, any undue influence on student job choices by faculty members, and expense account padding by students visiting company plants.

As far as we know, recruiting of personnel for the health professions has been free from any such high pressure methods. It is important that the health professions receive their proper quota of desirable young men and women to carry on the services of these professions.

Pharmacy's recruiting program has been conducted on a high plane, and we hope and expect that no one engaged in recruiting pharmacy students will stoop to the practices referred above. Recent panel discussions at district meetings of boards and colleges of pharmacy, and before other groups, have revealed that apparently there is an increasing lack of interest on the part of high school students in health careers. This must be counteracted.

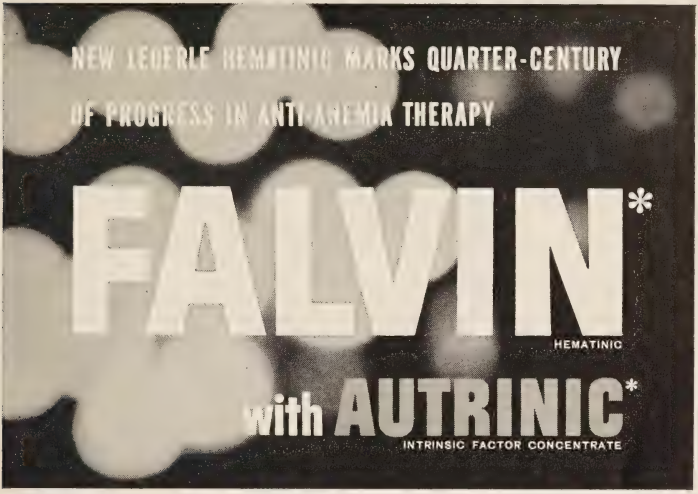
TEST YOUR TAX I.Q.

Test your knowledge of the federal income tax law on this quiz prepared by the American Institute of Certified Public Accountants in cooperation with the Internal Revenue Service. You will find the correct answers on page 320.

1. During the past year you spent approximately $1,000 for built-in bookcases and wall-to-wall carpeting for your office. Since your lease has only four years to run, you may . . .

   (a) Deduct the $1,000 on your 1957 tax return
   (b) Amortize the cost over the next four years
   (c) Depreciate it over the life of the furnishings.

2. When you were transferred to another city, your company gave you a


NEW LEDERLE HEMATINIC MARKS QUARTER-CENTURY
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FALVIN FEATURES AUTRINIC—LEDERLE'S NEW INTRINSIC FACTOR WHICH PRODUCES HIGHER SERUM B_{12} LEVELS THAN INTRINSIC FACTOR CONCENTRATES NOW IN COMMON USE OR VITAMIN B_{12} ALONE.

NOW—HIGHER SERUM B_{12} LEVELS FOR A BETTER PATTERN OF RESPONSE IN ANTI-ANEMIA THERAPY.

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- **BETTER NEUROLOGIC RESPONSE.**
- **BETTER HEMATOLOGIC RESPONSE.**

FALVIN IS INTRINSICALLY BETTER. THIS IS A NEW, HIGH VOLUME PRODUCT. STOCK NOW! FALVIN IS BEING HEAVILY DETAILED AND ADVERTISED TO THE MEDICAL PROFESSION!

FORMULA:
Each Capsule contains:

Autrinic* Intrinsic Factor Concentrate with vitamin B_{12}	1 U.S.P. Oral Unit
Ferrous Sulfate Exsiccated	300 mg.
Ascorbic Acid (C)	75 mg.
Folic Acid	1 mg.

DOSAGE: *Two Capsules daily*
No Prescription Required

BOTTLE OF 60 . . . . 3.18 price to retailer

BOTTLE OF 500 . . 24.54 price to retailer

LEDERLE LABORATORIES DIVISION, AMERICAN CYANAMID COMPANY, PEARL RIVER, N.Y. Lederle
*Reg. U.S. Pat. Off.

sum of money toward the cost of moving you and your family. For tax purposes you should consider this money as . . .

(a) A gift that is not taxable
(b) Income that is subject to tax with a deduction for only your personal moving expenses
(c) Income that is subject to tax with a deduction for the cost of moving your entire family.

3. You have invested in several blue-chip stocks. The dividends received from this investment are exempt up to . . .

(a) $50 whether you or your wife owns the stock
(b) $100 if the stock is held jointly by you and your wife
(c) $100 regardless of who owns the stock, provided you file a joint return with your wife.

4. You are **not** permitted to deduct as contributions your donations to which of the following organizations . . .

(a) Charitable societies
(b) Educational institutions
(c) Political parties.

5. Your daughter, who was hospitalized for several weeks in the earlier part of 1957, was married in November. If she files a joint return with her husband, you may . . .

(a) Not claim her as a dependent but you may deduct her medical expenses
(b) Claim her as a dependent and deduct her medical expenses
(c) Not claim her as a dependent and you may not deduct her medical expenses.

6. You filled very few inside straights during the past few months and lost approximately $300 to the members of your Thursday night poker club. You should . . .

(a) Deduct the loss in computing adjusted gross income
(b) Subtract the loss from adjusted gross income
(c) Give up poker and start watching television on Thursday nights.

7. Last October your car skidded on a wet road and grazed a telephone pole. The damage was not covered by insurance and it cost you $100 to have the car repaired. To claim a casualty deduction . . .

(a) You must have the damage repaired within 30 days of the accident
(b) You may simply deduct the amount of the repair bill
(c) You must prove that you were using the car in your work at the time of the accident.

8. Which of the following may you **not** consider as a deductible business expense . . .

(a) A subscription to the Maryland Pharmacist
(b) Commutation fees
(c) The costs of attending the Maryland Pharmaceutical Association Convention.

9. While playing hide-and-seek in your backyard, the neighbor's children trampled and killed several of your more expensive bushes. The cost of replacing this shrubbery . . .

(a) May be deducted if it does not exceed the original cost of the bushes
(b) May be deducted only if the parents of the children refuse to pay damages
(c) May not be deducted under any circumstances.

10. Your 16-year old son works during the summer for you in your unincorporated business, and you pay him a weekly salary. Since he is a full-time employee, he is . . .

(a) Required to pay social security
(b) Not subject to social security
(c) Permitted to decide whether he does or does not want social security coverage.

11. Last year you gave your church a small piece of property for which you had paid $500 some time ago. Its value

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BLUE RIBBON **SAFETY TIPS** **GIANTS**

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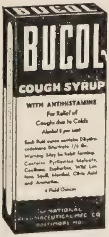
BE RATIONAL ALWAYS SPECIFY "NATIONAL"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WITH ANTIHISTAMINE
THE NATIONAL PHARMACEUTICAL MFG. CO. BALTIMORE, MD.

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LONG PROFITS ASSURED

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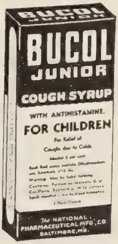
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THE NATIONAL PHARMACEUTICAL MFG. CO. BALTIMORE, MD.

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Manufacturers of fine Pharmaceuticals

314 LIGHT STREET, BALTIMORE 2, MD.

at the time of the gift was $1,500. As a result . . .

(a) You may claim a tax deduction of $1,500
(b) You must pay a capital gains tax on the $1,000 increase
(c) You may claim a tax deduction of $500.

12. There were a few leaks in the shingle roof of your office building; so you constructed a new tile roof. You should . . .

(a) Consider this as a repair bill and deduct the entire amount as a business expense on your 1957 return
(b) Regard this as a capital improvement and depreciate the cost over a period of years
(c) Add the cost of the repair to the value of the property.

13. After you have filed your personal 1957 tax return, the Government is allowed to check your return and bill you for additional tax. The period of time in which this may be done ends . . .

(a) On the day you file your 1958 return
(b) Two years after you file your 1957 return
(c) Three years from the due date of your 1957 return.

14. On the advice of a friend, you engage a CPA to prepare your 1957 tax return. The fee he charges for this service is . . .

(a) Not deductible since it is a personal expense
(b) Not deductible if you are entitled to a refund
(c) Deductible in full.

CORRECT ANSWERS TAX I.Q.

1. (b) On leased property, you normally spread the cost of improvements over the shorter period—the life of the improvement or the term of the lease. Since your lease expires in four years and presumably the furnishings will have a longer life than that, you should be able to claim a $250 deduction on your federal tax return for this year and the next three years.

2. (c) The money you received from the company must be reported as income, but you may deduct the cost of moving your entire family. If the amount the company gives you exceeds your expenses, the excess is taxable. Conversely, however, if your expenses were more than the amount received, the difference is not deductible.

3. (a) and (b) are both correct. All taxpayers are entitled to a $50 dividend exemption. A husband and wife can combine their exemptions and receive $100 in dividends tax free, providing the stock is jointly owned. The filing of a joint return will not qualify them for this double exemption if the stock is held in only one of their names.

4. (c) You cannot deduct contributions to an organization which spends a substantial part of its time lobbying or distributing political propaganda.

5. (a) You gained a son-in-law but lost a $600 dependency exemption for 1957 when your daughter married in November. All is not lost, however. If you provided more than one-half of your daughter's support during the year, you may claim her medical expenses as a deduction on your return.

6. (c) Watching television can be most relaxing and it might even help you to forget your poker losses—which is the thing to do because net gambling losses are definitely not deductible. Net gambling gains are taxable as income; so if you won money in a football pool or other sources, you may use your poker losses to offset these gains.

7. (b) The IRS has ruled that "if the repairs do nothing more than restore the property to its condition immediately before the casualty and do not add to (its) value, utility or useful life, such repair costs may be used as a measure of the value of the destroyed portion." Where you were going at the time of the accident does not affect the deductibility of car damages.

8. (b) Commutation fees are not deductible business expense. The cost of going to and returning from work,

DIAL

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whether it be by bus, cab, train or plane, is not deductible since it is a personal expense. On the other hand, (a) and (c) are deductible.

9. (c) Damage to your shrubbery caused by children, dogs or errant lawnmowers is not deductible. If your home or lawn is damaged by fire, storm or flood the loss not covered by insurance may be deducted. When large amounts are involved it is wise to have an expert appraisal made immediately after the casualty.

10. (b) Since your son works for **you**, you are not supposed to pay social security tax on his wages, nor is he required to make contributions. If your business is incorporated, however, the corporation must pay social security tax on his salary.

11. (a) Your deduction for a charitable contribution is the value of the gift at the time it is made. You are not considered to have realized a taxable gain or deductible loss when you give property away. You may claim a deduction for the entire $1,500 so long as this amount does not exceed 20 per cent (30 per cent in some cases) of your adjusted gross income.

12. (b) The roof is considered an improvement, not an ordinary repair. The cost of replacing the roof is deductible as depreciation spread over its estimated useful life.

13. (c) In the absence of fraud or substantial understatement of income, the Government has three years from the due date of your 1957 return to check your return and bill you for additional tax. Since the due date of most individual returns is April 15 and for investigation purposes all returns are treated as though filed on the due date, you should be sure to save all check stubs and receipted bills to prove your declared deductions until April 15, 1961.

14. (c) The fee which a CPA charges you to prepare a tax return or defend the accuracy of your return before the Treasury Department is deductible in full if you itemize deductions.

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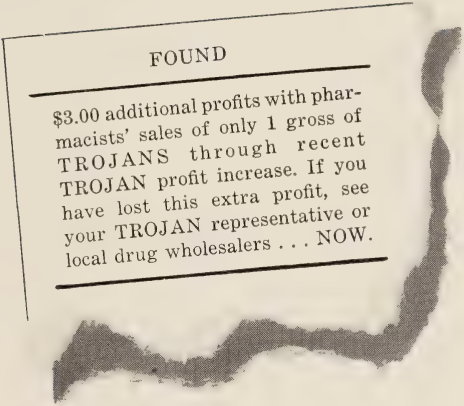

FOUND

$3.00 additional profits with pharmacists' sales of only 1 gross of TROJANS through recent TROJAN profit increase. If you have lost this extra profit, see your TROJAN representative or local drug wholesalers . . . NOW.

COMPOUNDER'S COLUMN

RHO CHI
OMICRON CHAPTER

By FRANK R. MILIO and ROBERT J. KOKOSKI
Junior Instructors, School of Pharmacy University of Maryland

In the two previous articles of this column, the preparation of isotonic and buffered solutions was discussed.

Another point to keep in mind when preparing solutions, especially for use in the eye, is the tendency for the solution to support mold and bacterial growth. In order to prevent this growth, it is important to dispense the medication with a preservative added. A satisfactory preservative should be bacteriostatic in that it should prevent the growth of microorganisms, or it could be bacteriocidal and destroy any microorganisms that might accidentally be introduced into the container when it is opened during use.

At least four types of preservatives have been recommended for use in ophthalmic practice: 1) the esters of parahydroxybenzoic acid such as Methylparaben, U.S.P. (0.05%) and Propylparaben, U.S.P. (0.003%); 2) the organic mercurials such as phenylmercuric nitrate (1:50,000), nitromersol (1:2500), known under the trade name of Metaphen, and thiomersol (1:5000), known under the trade name of Merthiolate; 3) the cationic wetting agents such as benzalkonium chloride (1:10,000), known under the trade name of Zephiran Cl; and 4) certain derivatives of alcohol such as chlorobutanol (0.5%) and phenylethyl alcohol (0.5%).

The choice of a preservative for eye solutions is dependent upon the compatibility of the preservative with the medication prescribed and with the buffer vehicle employed. The preservative can be added at the time of dispensing provided the vehicles used are sterile, or the preservative can be included as one of the ingredients in the vehicles employed.

A solution recommended for use as a preserved vehicle for ophthalmic solutions is one containing a mixture of parabens. The formula is:

Methylparaben	0.26 Gm.
Propylparaben	0.14 Gm.
Distilled Water, qs	1000 ml.

This preserved vehicle can be used in preparing suitable buffered and isotonic vehicles. It can also be used in place of distilled water when preparing an isotonic solution of a drug prior to the dilution with a suitable buffered isotonic vehicle, as outlined in the two previous articles. The small concentrations of preservative have a negligible effect on isotonicity and resultant pH.

It should be remembered however, that the use of a preservative in no way alters the necessity for preparing ophthalmic solutions using a clean and careful technique.

DUES ARE DUE
DO WE HAVE YOURS?

MAKE ADVERTISING RING THE BELL FOR YOU

Yearly at the Circus, we watch people trying to ring the bell on the "HIGH STRIKER". You've probably tried it too, some time or another. Also, you've probably noticed that often times, it's the little man—the one that looks like the weakling in the group who rings the bell the loudest. How does he do it? He knows just how to bring the mallet down and, the right spot to hit.

Yes, he has the right follow-through.

The same principle can be paralleled with advertising. Today, as you well know, many large manufacturers are spending thousands of dollars on Radio, Television and other media to promote their respective products. This means more profits for them, and more profits for the dealers handling their products.

Take advantage of this advertising being done in your behalf by the manufacturers by talking to your customers about the programs being presented and by **displaying** the products being advertised on the air.

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Volume 16 DECEMBER, 1957 No. 6

To Our Members and Many Friends
In The Drug Business . . .

A Happy, Healthy and Prosperous 1958

"ME...a hard luck guy?

...not any more!

This coat now. Not mink, maybe, but it's good stuff. Feel it. Jane'll flip over this, for sure. Times *do* change, and so did I."

Change from what?

"Well — I was a hard luck guy. My first drug store folded flat, because it was just a *drug* store. Second time, I added a fountain with cheap, 'high-profit' ice cream. Barely squeezed out with my shirt."

And now?

"Mmmmmmm. Just feel this fur coat. Well, now I've got a drug store in a top spot with a *Sealtest* ice cream fountain."

What about profits?

"By the handful! And in all departments."

Recommend Sealtest fountains to other druggists?

"No. Why should I slip a hot tip to my competitors? All they gotta do is call the local Southern Dairies plant and get the pitch from a Sealtest salesman!"

Sealtest TRADE MARK **ICE CREAM**

...sells your store!

- Personalities -

Emily and Hy Davidov spent three weeks at a place called Pass-A-Grille Beach, Florida. Judging from the tan on Hy's "extended" face, the Davidovs must have had a good time. He says he feels great and is ready to get down to planning the 1958 M.P.A. Convention at Atlantic City, June 29, 30 and July 1, 2. Didn't you know? Hy is the Convention Chairman.

Have you seen the new Field's Pharmacy and Pikesville Medical Center? It is a sight to behold and well worth a visit. Norman Levin deserves a lot of credit for a project well done. Good Luck, Norman.

Gordon A. Mouat was Chairman of the Maryland delegation to the N.A.R.D. Convention in Minneapolis. Sol Weiner served on the Nominations Committee and Frank Block on the Resolutions Committee. Our own Secretary Joe Cohen was named an assistant secretary and sat on the meeting platform.

We are proud of the Marylanders who delivered papers at the Fourth Pan-American Congress of Pharmacy and Biochemistry, held in Washington in November. They are: Georgianna S. Gittinger, "A Bibliography of History of Pharmacy in Latin America"; B. Olive Cole, "Pharmaceutical Education in Maryland"; John C. Krantz, Jr., "The Use of Hexofluorodiethylether in the Treatment of Mental Illness".

Hilda and Henry Goldscheider recently returned from a ten day cruise to Cuba, Haiti and Jamaica.

Casualties of the snowstorm were the Arex Meeting of December 4th and the T.A.M.P.A. meeting at the Valley Country Club on December 5th. The few that made it deserve a medal—it was rough going and coming.

Did you see all the publicity in the Sun Paper about the Samas? Papa and Mama Mario Sama should feel justly proud. Janice, 7, studies ballet and the violin; Jacqueline, 16, is a ballet and piano student, and Joyce, 11, is studying ballet, piano and modern dance. All are Peabody students. They say that Papa Sama plays the fiddle. What an Act? Oh yes, Mario is a pharmacist and operates two pharmacies.

Micky Friedman got some deserving publicity recently in the Lilly Tile and Till Magazine. The magazine published one of his wonderful window displays. Each of his windows is a work of art. Visit Harris' Pharmacy at Lombard and Poppleton Streets in Baltimore and see for yourself.

Has anyone seen George Brandt lately? You know George of course—he is co-editor of this column. They say no news is good news (we hope). It takes news however to keep this column alive. Give George a call at Oldfield 3-4758. He is hungry—for news, that is.

Margaret and Dorsey Boyle took a trip to Europe, no less, on the SS. Independence. Spain, Morocco and Italy were on their itinerary. We received a card that was overflowing with enthusiasm. Nice people the Boyles. Hope you had a good time and thanks for writing.

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-: NEWS ITEMS :-

NEW PAMPHLET ON PHARMACEUTICAL PROGRESS

The Health News Institute has published a new illustrated booklet for the layman documenting the spectacular advances of the American pharmaceutical industry during the last two decades.

"The Pharmaceutical Story" first appeared as a series of nine monthly articles in Medical Economics under the title "Just a Moment, Doctor . . .".

"Because of the enthusiastic acceptance of these articles", explained Chet Shaw, executive director of HNI, "we decided to edit the series for the lay public in this booklet." The HNI is a spokesman and information center for the pharmaceutical elements of the health team. It is doing an excellent job for the profession of Pharmacy.

Opening with the dramatic statement that the pharmaceutical manufacturer works "to make obsolete his latest drugs and relegate to the scrap heap his newest equipment", the 32-page booklet goes on to describe both the rewards and hazards that accompany unending research for better products. It contrasts the enormous increase in value of new drugs as opposed to their modest rise in price. The booklet outlines the many roles of the pharmacist, the importance of quality control, and the intricate distribution network formed by the wholesale drug houses.

In his foreword, Shaw also said:

"We believe this booklet will furnish the answers to many questions concerning the practice of pharmacy and dispel some of the widespread misunderstandings about pharmaceutical manufacture, pricing and distribution."

The first printing of several thousand copies is being distributed to pharmaceutical associations, colleges of pharmacy, major officials in the Federal government, members of Congress and executives in pharmaceutical manufacturing and distribution, as well as editors and writers in newspapers, magazines, radio and television.

Reprints are available at $7.65 per 100 copies in quantities of 500. Other bulk rates are available on request. A sample copy is on file at the Maryland Pharmaceutical Association office. Feel free to examine it at your convenience.

L. A. M. P. A. LUNCHEON MEETING

How would you like to spend an "Afternoon in Hawaii?"

The Ladies Auxiliary of the Maryland Pharmaceutical Association is holding its Annual Luncheon Meeting at the Stafford Hotel, Charles and Madison Streets in Baltimore, on Wednesday, February 26, 1958 at 12 o'clock noon. All members are urged to attend.

This promises to be an exciting occasion with many surprises in store for all. The Entertainment Committee with Mrs. Anthony G. Padussis as Chairman and Mrs. Morris L. Cooper as Co-Chairman, have been working hard to make this luncheon even more enjoyable than those of the past (if this is possible).

President, Mrs. Frank Block, is hoping for a full house so make an early reservation.

U.S.P. BOARD OF TRUSTEES HOLDS ANNUAL MEETING

Robert L. Swain and Adley B. Nichols were re-elected Chairman and Secretary, respectively, of the U.S.P. Board of Trustees at the annual Board meeting held at the Pharmacopeia Building in New York City on November 20.

The Board noted the progress being made in the preparation of U. S. P. XVI. Director Miller reported notable activity in every aspect of the revision program. U. S. P. XVI is scheduled for completion by January, 1960.

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Protecting your customers' health is your duty. Sweetheart Sanitary Wrapped Drinking Straws afford this necessary protection and your customers will show their appreciation through increased patronization. No extra charge for your "Personalized" advertising imprinted on wrappers.

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The Board considered means whereby the American public can be made more fully conscious of the significance of the initials, "U. S. P.," which symbolize the Pharmacopeia and constitute the hallmark of highest standards of purity in drugs. One program favored was that of encouraging more extensive use of the letters, "U. S. P.," where appropriate in advertising and in label copy. The Board noted that this would be the source of greater confidence on the part of the public and thus would be beneficial also to the industry.

PHARMACY WEEK RESULTS

The combined Pharmacy Week and Professional Relations Committees put forth an herculean effort on behalf of Pharmacy Week. As a result, the observance of Pharmacy Week in Maryland broke all previous records.

A prepared Window Display Kit was offered to the pharmacies of the State at $5.00 each. These were distributed without charge by the Henry B. Gilpin Company beyond the Metropolitan Baltimore area. In Baltimore, the Committee took over the task of distribution with the aid of the Brager Display Center. Brager installed the displays in the Baltimore area at a nominal fee. This service was optional.

One hundred and fifty displays were installed throughout the State. Sixty-one photographs were entered in the contest. We wish to acknowledge the cooperation of Gilt Edge Photo Service and Parkville Photo Supplies for furnishing equipment and services in providing the photographs for the contest without charge.

The judges met on November 19th to select the winners in the contest. The judges were: John A. Crozier, David I. Estrin, George H. Frates, William H. Harrison and Edward S. Muth.

After a thorough and painstaking examination of the photographs submitted, the following were declared winners:

First Prize—Swiss' Pharmacy, Baltimore
Second Prize—Medical Arts Pharmacy, Baltimore
Third Prize—Libby's Rexall Drug, Baltimore

Instead of certificates of merit for 2nd and 3rd place, as has been the custom in the past, suitable awards shall be made as 2nd and 3rd prize. All three presentations shall be made at the Annual Convention of the Maryland Pharmaceutical Association in Atlantic City, June 29, 30, July 1, 2, 1958.

Since all prize winners were from Baltimore, the same awards were made in the Baltimore Pharmacy Week Contest. However, Libby Rexall Drug was disqualified because they had placed in a previous contest within the five year time limit. The Baltimore Contest is eligible to those who have not received an award within five years. This rule encourages novices to enter the contest.

Therefore, the winners in the Baltimore Contest are:

First Prize—Swiss' Pharmacy
Second Prize—Medical Arts Pharmacy
Third Prize—MacGillivray's Pharmacy

These awards shall be presented at the Annual Banquet of the Baltimore Metropolitan Pharmaceutical Association to be held at the Lord Baltimore Hotel on March 20, 1958.

Other events that highlighted the observance of Pharmacy Week in Maryland were: radio and television broadcasts and spot announcements; newspaper editorials; addresses before civic groups; exhibits in banks, hospitals and libraries; and a proclamation by the Governor.

Participation in Pharmacy Week should be recognized by all pharmacists as a step in the right direction toward good public and professional relations. In Maryland, much progress has been made as evidenced by the year by year enthusiasm and growth in the project. All those who directed, served and took part may feel justly proud of the results.

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The Gilpin man who calls on you has been selected for his trustworthiness as well as his ability. Ask his advice about your merchandise . . . he'll help you stock items that will sell quickly, please your customers and bring worthwhile profits.

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PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacists:

This is sort of an interim message to you. At the Annual Meeting of the Baltimore Retail Druggists' Association held on December 5th, both the name of the Association and I were voted out of office.

As for me, I am happy to relinquish the presidency to my successor, Alexander J. Ogrinz, Jr., with my sincerest best wishes for a successful administration. I pledge my wholehearted cooperation to that end.

As for the name of the Association, the Constitution of the Baltimore Retail Druggists' Association has been amended as follows:

1. To include pharmacies located in the Baltimore Metropolitan Area such as Anne Arundel, Baltimore and Howard Counties.
2. To change the name of the Association to the Baltimore Metropolitan Pharmaceutical Association.

These changes have been made to make the Association more representative, stronger, and to conform to the times.

To enumerate the advantages and benefits derived from holding membership in the Baltimore Metropolitan Pharmaceutical Association would consume pages of explanation. Please believe me when I say, that the Association is conscientiously active in your behalf at all times, alert to any conditions or changes that may affect you both professionally and economically.

Dues bills have been mailed for 1958. To serve you efficiently we must have your prompt support. Pharmacy proprietors and former proprietors are eligible for Active membership at $10.00 per year. All others are eligible for Associate membership at $5.00 per year.

Remember, you are as strong as your Association. In order that we may be stronger and more representative, won't you please renew your membership, or join the Association today? We need each other.

VICTOR H. MORGENROTH, Jr.
President

B.R.D.A. NOVEMBER MEETING

The sales manager of the world's largest manufacturer of syringes and hypodermic needles estimates that the current trend toward disposable medical equipment will influence many of his company's customers to convert to disposable needles and syringes in the coming year.

William S. Little, director of sales for Becton, Dickinson and Company, made this prediction before a meeting of the Baltimore Retail Drug Association on November 21.

Mr. Little stated that Americans receive over one billion hypodermic injections annually—with half of this number administered in hospitals.

Outlining his company's policy on

Here's Wishing You Health, Happiness and Success in '58
Meadow Gold Ice Cream

disposable and reusable needles and syringes, Mr. Little said: "Our decision has been that we must market disposable items as well as reusables. We feel we must provide both and let the user choose what is best for him, based on the economics and his personal requirements."

Mr. Little also discussed the technical problems Becton, Dickinson and Company overcame to develop their disposable needles and syringes. "We knew that the needle must be sharp", he said, "that the sterility must be controlled beyond all question, that it must be nontoxic, pyrogenfree and truly disposable. It was not enough to offer simply low-grade needles as disposable items. When such products appeared on the market, they were not truly disposable. Even though warnings were put on them to use only once, there was nothing that prevented them from being used again and again with increased danger of breaking. We needed a needle that would not withstand any conventional method of re-sterilization. To tell you that to solve this puzzle was easy would be the utmost exaggeration.

"Finally, our products research men submitted a medical grade plastic for the needle's hub that met all our tests. Our BEDAC plastic has been medically proved. It is inert and nontoxic, and cannot be resterilized. It assures, therefore, a true, single-use item."

The development of the disposable syringe and needle combination also presented problems, which Mr. Little commented upon. "Institutional techniques today are such that syringes are often filled many hours prior to use. Ideally, therefore, the best vehicle for a disposable syringe barrel is the same as that used by pharmaceutical manufacturers to hold their parenteral products—glass. Our true breakthrough came when we were able to develop manufacturing techniques which made a **disposable** glass barrel an economic possibility. In this case, our one-use assurance lies in having disappearing markings for the syringe scale that would break down if a second use was attempted, and in a needle which cannot be detached from the syringe for cleaning and sterilizing."

Mr. Little listed safety, convenience and time saving as the three major factors behind the current trend toward disposable hypodermic equipment. He cited the desire to eliminate the possibility of cross-infection arising from incompletely sterilized equipment, lack of adequately trained personnel to prepare reusable equipment, inaccurate statistics as to the cost of sterilizing reusables, and an over-all preference for one-use items as all contributing to the growing popularity of disposables in the medical profession.

One-hundred members of the Baltimore Retail Druggists' Association heard Mr. Little's talk. Members of the local chapter of the American Pharmaceutical Association also attended.

PHARMACY CHANGES

Opened

September: Drug Fair—4287 Branch Avenue, Marlow Heights
Co-Op Pharmacy — 8547 Piney Branch Rd., Silver Spring
October: Drug Fair—8551 Georgia Ave., Silver Spring
Medical Health Center—Middle River
Mil-Rose Pharmacy—Indian Head
November: Sun Ray—29th & Greenmount Ave., Baltimore
Peoples Service — 6886 George Palmer Highway, Seat Pleasant
Drug Fair—2210 Vier Mills Road, Rockville

Closed

November: Esslinger's—Lafayette Ave & Rutland, Baltimore

Change of Ownership

Riverside Pharmacy—from Charles J. Schmidt to Frank J. Lieb, 1600 S. Charles St.
Beeli's Pharmacy—to E. J. Holmes, 3133 Belvedere Ave.
A. Friedman—to Henry J. Glaeser, Manchester.

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—the most Reached-for Peanut Butter Sandwiches in America!

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BOARD OF PHARMACY NEWS EXAMINATION RESULTS

The Maryland Board of Pharmacy recently met at the office of the Secretary, 20 East Twenty-third Street, Baltimore, to canvass the grades made by the candidates who took the examination conducted by the Board on November 4 - 8, 1957. Registration was granted to the following:

Myer Bronstein, Gerald Neuman Brunson, James Ronald Cohen, James Timothy Geraghty, Stanley Paul Golob, James Elmer Hodges, George Riland Keller, Charles Simon Kumkumian, David Leftin, Herman Prigal, Arnold Siegel, Donald Roy Young.

The following passed the theoretical examination, but registration is withheld until they have met the legal requirements for practical pharmacy experience and have passed an examination in practical pharmacy:

Richard Earl Greenberg, Stephen Bird Kistler.

The following had previously passed the theoretical examination, and by virtue of having passed the practical pharmacy examination at this time, registration was granted to them:

Bernard Anoff, Geraldine Leonore Ausstraw, Raymond Donald Bahr, Anthony Edwin Balcerzak, Irwin Stanley Barshack, Gilbert Samuel Berman, Joseph Victor Brazius, Miriam Sherman Bronstein, Richard A. Butler, William Charles Chatkin, Arnold Lee Davidov, Erwin Deitch, Myron Dobrowolskyj, Leon Patrick Dougherty, Leonard Goldberg, Sue Carolyn Goldman, Thomas Johnson Hayman, Bernard Philip Heyman, Joseph Hirt, Robert Joseph Kabik, Sidney Levenson, Arthur Irvin Levin, Norman Lee Levin, Ronald Alan Lubman, Robert Weldon Mahoney, Marion Callis Manning, Robert Victor Mercer, Wilson Edward Neighoff, Edwin Pertnoy, Howard Pollack, Martin Roth, Robert Scher, Richard Jay Schneider, Sidney Shein, Harold H. Siegel, Thomas Joseph Suter, Donald Allen Ullman, Frederick Henry J. Wagner, Bernard Nathaniel White.

COMMISSIONERS OF RIDGELY
OFFICES IN SMITH BUILDING

Ridgely, Maryland

Mr. Joseph Cohen
Sec'y. Md. Pharm. Assn.
Lombard Street
Baltimore, Md.

Dear Mr. Cohen:

The Town of Ridgely is in need of a Drug Store and a Pharmacist who can fill prescriptions and we have been advised to write to you about securing one.

The nearest drug store where prescriptions can be filled is Denton which is 7 miles away, the next one is at Centerville about 15 miles, then Easton 18 miles and Harrington 18 miles, and Dover 30 miles; so you see there is quite a territory surrounding Ridgely to be served by a Drug Store. Ridgely has a population of approximately 900 people. Doctor located here, Hillsboro 5 miles and Greensboro 5 miles.

If you know of anyone interested please have them contact us for further details.

Very truly yours,

Commissioners of Ridgely
C. W. Guthrie, Clerk.

THE ABC OF FIRST AID DISTRIBUTED BY NORWICH

Norwich Pharmacal Company has recently published the 15th edition of **The ABC of First Aid**, a fine little booklet which gives terse, succinct directions for acting quickly and efficiently in emergencies. The 15th edition is completely revised in accordance with modern practice in first-aid treatment.

The booklet is simplicity itself. Without wasting words, it tells exactly what and what not to do. Some of the many emergencies it discusses are: minor and major burns, choking, nosebleed, chemical, food and plant poisoning, indigestion, and artificial respiration.

Norwich gives the booklet away for the asking and it's well worth the time it takes to ask.

Write to Ray Tuttle, The Norwich Pharmacal Co., Norwich, N.Y.

WHY DO AMERICAN WOMEN LIVE LONGER THAN MEN?

Health Information Foundation suggested that it is a challenge to medical science to find an answer to this question "before American males—especially at age 45 and beyond—become in effect an underprivileged segment of the population."

In its monthly statistical bulletin, *Progress in Health Services*, the Foundation stated: "Each year over 200,000 more men than women die in this country . . . Already there are 7,700,000 widows in our population, and the number is expected to rise sharply in the years ahead."

Last year, according to H.I.F., the death rate for males was 9.6 per 1,000 population—a rate more than 50 per cent higher than that for females. And the gap has been widening steadily since 1900, except for the years following the influenza epidemic of 1918.

Ironically, the imbalance between male and female death rates is itself partly the result of medical progress. In countries where standards of living and medical care are low, the Foundation noted, there has been an excess female mortality until recently, partly because of the hazards attending childbirth.

In this country, female mortality in childbirth has fallen from 20,000 lives in 1900 to just under 1,600 in 1956. Today the Foundation said, this cause

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Light
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of death "no longer represents a significant aspect of the problem."

In the past half-century, the degenerative diseases have replaced communicable illnesses as leading causes of death. The degenerative diseases, as a rule, are more of a threat to men than to women. In 1955, for example, heart disease caused an excess male mortality of 78 per cent; cancer, an excess male mortality of 20 per cent.

Accidents are another major cause of excess male deaths, according to the Foundation, despite a marked decline in their rate of frequency since 1900. At ages 20 to 24, for instance, male mortality from accidents is 500 per cent higher than female.

It is possible, the Foundation suggested, that there are biological reasons why women are the healthier sex. But it's also possible that men are more subject to the tensions of modern urban life.

Paradoxically, although women live longer than men, they appear to have more illnesses. In any event, they see the doctor more frequently, while many men "still seem governed by the philosophy of an earlier age, when it was commonly assumed that illness did not exist until it was confirmed by medical consultation."

Foundation President George Bugbee pointed out: "There is, of course, no simple explanation of why women generally live longer than men. But it is important for medical science to find ways of overcoming the imbalance—and it is important for men as well as women to accept the benefits medical science can bring."

THE PRESCRIPTION PHARMACIST TODAY

Despite recent changes in prescription practices, the pharmacist "remains the middleman between medicine and the ethical drug industry on the one hand and the general public on the other."

So states Health Information Foundation in "The Prescription Pharmacist Today," a factual study of the opinions and behavior of 450 retail druggists throughout the United States. The report, one of a series of Foundation research publications, was written by Wallace Croatman and Paul Sheatsley from data gathered by the National Opinion Research Center of the University of Chicago.

Prescriptions are by far the leading source of business in the stores where the survey was made. The pharmacists themselves typically spend more than half their time on prescription work.

"The pharmacy may no longer be a center of community life, as it was when wire soda-fountain stools were in style," the study remarks, "but prescription drugs are becoming an increasingly important part of medical practice."

Sixty per cent of the pharmacists surveyed think that pharmacy requires more professional ability now than 15 years ago—mainly because of the increased power, complexity, and variety of new drugs. They also maintain that both doctors and customers seek more information today from the pharmacist.

Most pharmacists say that questions from customers about health matters come up virtually every day in their stores. The questions are generally about minor ailments. But almost all the pharmacists believe they can spot a potentially serious medical problem, and four out of five add that they then refer the customer to a physician.

"The pharmacist may recommend one nosedrop over another," the Foundation report states, "but he is likely to send a customer to a doctor if the complaint looks at all serious."

The pharmacists in the study are largely middle-aged, native-born, and well established in their communities. Almost all attended schools of pharmacy, and most have been practicing 20 years or more. Most of them are

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the effectiveness of codeine
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in musculoskeletal pain—*effective, well-tolerated . . . free* of codeine's side-effects, *free* of addiction liability, *free* of appreciable drug tolerance

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owners or managers of stores that do a large volume of prescription business.

Nine out of ten of the men surveyed belong to a trade or business association, and seven out of ten are members of a lodge or civic-social club. About half of them earn more than $7,500 a year from pharmacy.

Almost 90 per cent of the pharmacists think that theirs is a good field for a young man to enter. But about 40 per cent have specific complaints, dealing chiefly with earnings, working conditions, and lack of prestige.

The Foundation concludes: "If the pharmacist has a major complaint, it is probably that his contributions to the health field do not always receive due credit. Certainly he has a contribution to make . . . Customers still bring their medical problems to him, and he is still expected to come up with answers. It is important to doctors and the drug industry (not to mention the pharmacist and his customers) that he come up with satisfactory answers."

1958

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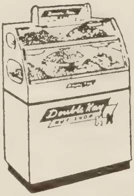

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A GOOD BOOK TO HAVE

Secretary Cohen was instrumental in having presented to each State Secretary at the Secretaries Conference held in Washington in November, **Clinical Toxicology of Commercial Products,** by Gleason, Gosselin and Hodge.

This is an important volume to add to your pharmaceutical library for your own use and as a source of physician reference on household and other types of toxic substances that are sold commercially. It lists 700 titles and supplements are issued from time to time to purchasers of the book. It may be obtained from: The Williams and Wilkins Company, Baltimore 2, Maryland.

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42nd

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DRUGS

"We buy pincher type clothes pins in bulk and use a rubber stamp to imprint our store name on both sides of each pin. We use these pins to clip together advertising circulars for distribution to shoppers in our community. Handed to shoppers or clipped to their automobiles, this idea not only attracts attention to the advertising, but becomes a kind of premium that the shopper will keep and use. The idea has caught on to the extent that we hope to gradually have Hampton Drug Store clothes pins used throughout the community."

$50.00 to Mr. Doug Owen, Wholesale Salesman who services the Hampton Drug Co. for McKesson & Robbins Inc., Little Rock, Arkansas.

SPECIAL NOTICE: This completes the PROFIT-MAKING IDEA series. Miles wishes to thank all of you who have participated. We sincerely hope that the ideas we have published have resulted in extra profits for your store.

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THANTIS gives better relief than its many imitations because it contains Saligenin, a mild, non-irritating local anesthetic which relieves soreness.

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THANTIS does not contain an antibiotic and cannot cause unpleasant side reactions in the mouth.

THANTIS has been a household word for twenty-six years and its effectiveness and safety are backed by extensive clinical and lay use over this period.

THANTIS Lozenges *displayed* at point of sale bring big returns for a *little space.*

Supplied in packages of one dozen vials of 12 lozenges each.

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12

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The Maryland Pharmacist

PRACTICAL
PROGRESSIVE
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VOLUME XXXIII **JANUARY, 1958** **No. 4**

FIFTH ANNIVERSARY, JANUARY 16, 1958

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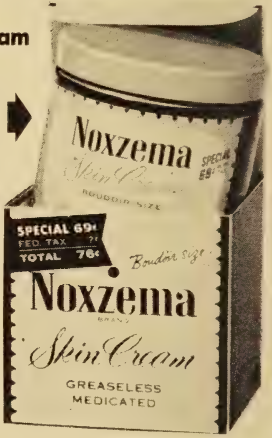
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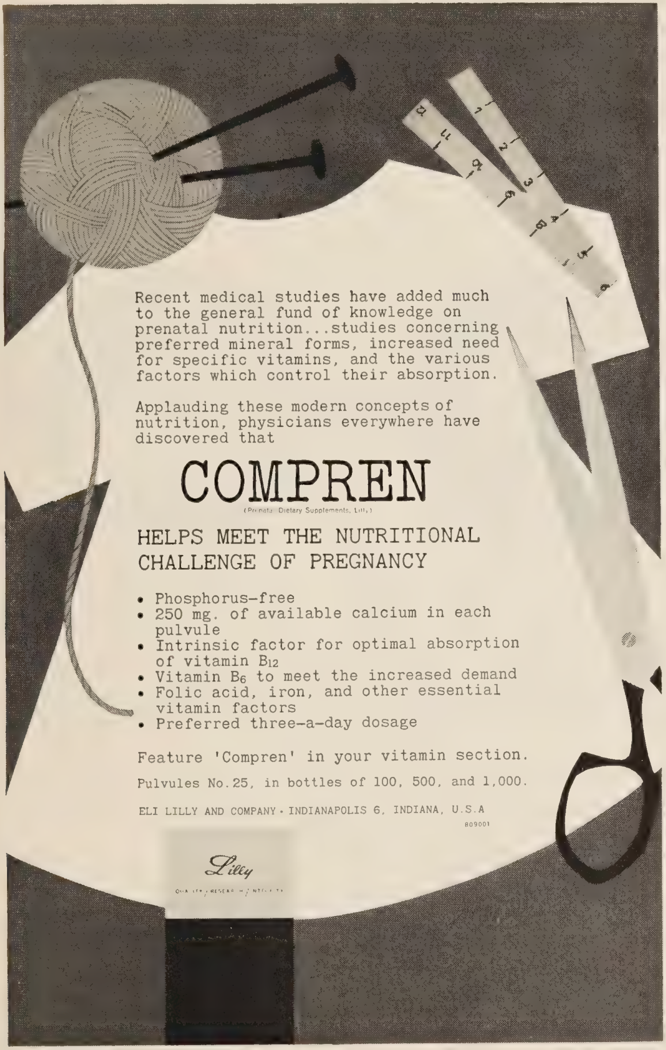

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The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION
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... Editorial ...

PLEASE BE CAREFUL

Increased unemployment always brings with it a degree of increased social hazards. The community pharmacy becomes particularly vulnerable to these hazards because of its type of operation.

It is instinctive of all animal life to protect and provide. Each level of living things sets its own rules for survival. Man, the highest form of life, has evolved through the ages, to the highest level of law and order. This was accomplished through rigid adherence to established cultures and to social reform. However, in times of duress, Homo sapiens bolts the traces, law and order notwithstanding. He cheats, steals and kills in order to protect, provide and survive.

In view of recent headlines in the news, which in fact gives the community pharmacy unwanted and harmful publicity, certain precautions should be observed:

1. Keep a minimum of cash on hand.
2. Remove excessive amounts of cash from registers and cash drawers.
3. Empty registers at closing time and leave registers open.
4. Arrange with your bank to use the night depository. If you do this, never go alone. Ask the cooperation of the police.
5. Never work alone, especially at night.
6. Have establishment well lighted after closing.
7. Keep inventory such as: narcotics, cigarettes, liquor, etc., at a minimum.
8. Install adequate safeguards such as: a safe, bars, locks, burglar alarm, etc.

Adequate and complete insurance protection is extremely important. This is an item where economy is foolhardy. Make it an accepted overhead expense to be included in the cost of your operation.

Consult a reliable insurance broker. Review your coverage on such items as fire, robbery, burglary, malicious damage, public liability and all other forms of insurance applicable to the drug business. Even if you think you have enough insurance a review is in order. Remember, an ounce of prevention is worth a pound of cure.

More important than anything else is personal safety. Don't take any chances—don't put up a fight in case of a holdup. It is better to be a live coward than a dead hero. Your family will appreciate you more that way.

If you happen to be unfortunate enough to be heldup or burglarized, it is not compulsory that you give minute details to the press. Amounts of money and narcotics stolen, publicized in the papers invites more trouble for you and others. There is only one that you should give an accurate accounting to—that is your insurance company. You should, of course, cooperate with the police. Please be careful.

THIS IS TRUE INTRA-PROFESSIONAL SPIRIT

Edwards Pharmacy in Baltimore does not imprint their name on prescription blanks furnished to physicians.

Each prescription blank carries the legend:

PATRONIZE YOUR INDEPENDENT
NEIGHBORHOOD PHARMACY:

ATTENTION

If you are a member of the Maryland Pharmaceutical Association, the Baltimore Metropolitan Pharmaceutical Association, or the Travelers Auxiliary of the Maryland Pharmaceutical Association; and if you are not receiving the Maryland Pharmacist or notices—please notify the Association office.

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30 TABLETS
Acetyl-p-Aminophenol
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Continuous advertising in **LIFE** *and Sunday Supplements will spread the powerful story of* Nebs. *Nebs' advertising plans can make your* **$$** *picture look really good! Bottle of* **30**, *Pack* **12s** *Retail* **69¢**, *Cost* **41¢***... **40% Profit!** *Display and sell* Nebs *right out of the handy dozen display shipper.*

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PRESIDENT'S MESSAGE

Dear Fellow Pharmacists:

There is as you know action from a national source promoting legislation to have Pharmacy recognized as a profession.

We are all agreed I am sure as to the need for this recognition, and we are all anxious to have it accomplished. In my opinion, however, legislation alone is not enough. I believe that the prestige we so earnestly desire cannot be legislated, but to be really effective, must be earned.

First, and most importantly, we must indicate *individually,* the pride we take in our chosen profession by setting high ethical standards and maintaining them. We cannot expect respect from others without first communicating to them the respect we feel for ourselves.

Additionally, there are many things we can do, and following are just a few:

Refer to ourselves as "pharmacists" not "druggists", and call our places of business "pharmacies", rather than "drugstores';

Advocate the change in name of local, county, state, and national organizations from "drug" or "druggists" associations to "pharmaceutical" or "pharmacists' associations;

Urge the various manufacturers, in their radio and television advertising to refer to the corner "pharmacy", rather than, as is so often the case, the corner "drug store";

Emphasize the prescription department by professional dress and ethical pharmaceutical displays;

Maintain a professional-type window display which will call the attention of the public to the importance of the professional aspect of our pharmacy, and our service to the public as an important part of the health team.

These suggestions just skim the surface. There is much more that can be done. Why don't we give the matter some thought, and take advantage of every opportunity to show the importance of Pharmacy in the nation's health?

GEORGE M. SCHMIDT
President

1958
M.P.A. CONVENTION
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Atlantic City—New Jersey
June 29, 30, July 1, 2, 1958

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. . . Fair Trade News . . .

"WHAT PRICE GORY?"

Walter Cousins, Jr.
Publisher of
The Southern Pharmaceutical Journal

Nothing speaks more loudly in testimony for Fair Trade than the results of its demise. The almost a quarter of a century of its existence in merchandising orderliness is witness to its maintenance of competition. The public and every level of distribution have been the beneficiaries of Fair Trade's values.

A new safari into the jungles of chaotic merchandising is on the itinerary with the complete breakdown of Fair Trade at wholesale levels and the big kill in the retail field cannot be far behind.

First to feel the effects of Fair Trade's dismemberment in the wholesale field appear to be ethical pharmaceuticals, a whopping piece of volume and contributor to profits. Smart guys who have begged for equitable discounts for distribution in this field are sharing the wealth to the detriment of manufacturer, distributor and the ultimate outlet buying the bargain.

The manufacturer with millions behind the birth of a product is entitled to all the good will he can muster—not have it destroyed by a partner in distribution with whom he has shared profit for a portion of the responsibility of its delivery. Cut price as a selling technique is the most unrealistic, unimaginative procedure in the art of distribution—nearly anybody can do it. When everybody gets into the act because one superman starts it, everybody suffers, including the product.

The life expectancy of ethical products doesn't lend itself to price promotion, nor is it dignified—a matter of no concern to the price-happy. But the result of price cutting in this field can only be a policy of distribution from maker to final outlet, and who can say who the final outlet may turn out to be.

Every part of distribution machinery has to justify its existence and giving away portions of its tariff just isn't justification of its costs. Producers cannot stand still for being embarrassed over varying price levels of valued products at the hands of market-cornering marvels.

The drug industry's distribution machinery is in for vibrations that will tear it apart, unless leadership can assume statesmanlike command of this bad situation.

FAIR TRADE STICKER NOTICES

NEPERA LABS.—Page 65-E

Item	**F.T.M.**
Mucotin—50's	$2.10
Mucotin—100's	3.85

LEDERLE LABS.—Page 51-A

Epinephrine HCL Injection 1:1000—Sterile 1 oz. vial ....ea.	.90
Rhinazine—1 oz.	1.12
Rhinazine—16 oz.	11.25
Varidase Jelly—15 cc	5.17

G. D. SEARLE—Page 88-B

Amodrine Tabs.—100's	5.00
Amodrine Tabs.—1000's	45.00
Hyadrine Tabs.—100's	6.00
Hyadrine Tabs.—1000's	54.00
Hydryllin Tabs.—100's	3.50
Hydryllin Tabs.—1000's	31.50
Hydryllin w/Race.—100's	4.50
Hydryllin Elixir—Pints	4.50
Hydryllin Elixir—Gallons	30.00
Hydryllin Comp.—Pints	3.50
Hydryllin Comp.—Gallons	24.00
Kiophyllin Tabs.—100's	5.50
Kiophyllin Tabs.—1000's	44.00
Ruphyllin Tabs.—100's	7.50

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Robins products that are receiving
special promotion in your area
THIS MONTH

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Dimetane®
☐ Tab. 100's ☐ Tab. 500's ☐ Extentabs 100's
☐ Extentabs 500's ☐ Elix. 1 Pt

Phenaphen®
☐ Cap. 100's ☐ Cap. 500's ☐ Cap. 1000's
☐ Tab. 100's ☐ Tab. 500's ☐ Tab. 1000's

Phenaphen®
with Codeine
☐ Cap. ¼ gr. 100's ☐ Cap. ¼ gr. 500's ☐ Cap. ½ gr. 100's
☐ Cap. ½ gr 500's ☐ Cap 1 gr. 100's ☐ Cap. 1 gr. 500's

Phenaphen® Plus
☐ Tab. 100's

Robitussin®
☐ 16 oz. ☐ 1 gal.

Robitussin® A-C
☐ 16 oz. ☐ 1 gal

Why not check your stock of
all Robins products at the same time
— and be prepared

A. H. ROBINS CO., INC., RICHMOND 20, VA.

PARFUMS CORDAY—Page 71

Item	F.T.M.
Toujours Moi Perfume—¼ oz.	6.00
Toujours Moi Perfume—½ oz.	12.00
Toujours Moi Eau Toilette—4 oz.	6.00
Toujours Moi Cologne—2⅜ oz.	3.50
Toujours Moi Cologne—4¼ oz.	5.50
Toujours Moi Dusting Powder—8 oz.	4.00
Fame Perfume—¼ oz.	6.00
Fame Perfume—½ oz.	12.00
Fame Eau de Toilette—4 oz.	6.00
Fame Cologne—2⅜ oz.	3.50
Fame Dusting Powder—8 oz.	4.00
Ensemble Eau de Toilette Wardrobe	4.00

LUCKY TIGER MFG CO.—Page 54-A

Hair Tonic—9 oz.	1.09
Dandruff Treatment—4 oz.	.75
Dandruff Treatment—9 oz.	1.25
Butch Hair Wax..3½ oz jar	.59

TONI CO.—Page 95-E

Tame Rinse	.35

ROGER & GALLET—Page 82-F

Roger & Gallet Hand Soaps—per box	3.00

NORTHAM WARREN CORP.—Page 66

Cutex Spillpruf Polish, Cuticle Oil, Base Coat & Over Coat	.20
Cutex Spillpruf Polish & Base Coat	.35
Cutex Cuticle Remover	.35
Cutex Cuticle Remover	.20
Cutex Nail White Pencils	.20
Cutex Polish Remover	.33
Cutex Polish Remover	.20

RICHARD HUDNUT—Page 40-A

DuBarry Sophisti—Creme	1.50
DuBarry Sophisti—Cake	1.50
DuBarry Compact Rouge	1.25

SEECK & KADE, INC.—Page 89

Pertussin—8 oz.	1.19

VAN PATTEN PHARMACEUTICAL—Page 98-A

Allimin Tabs.—25's	.80
Allimin Tabs.—60's	1.55

CHESEBROUGH-POND'S, INC.—Page 49-A

Item	F.T.M.
Vaseline White Pet. Jelly—Large	.20
Vaseline White Pet. Jelly—Giant	.35
Vaseline Yellow Pet. Jelly—3½ oz.	.29
Pond's Cold, Vanishing & Liquefying Creams—Small	.45
Pond's Cold, Vanishing & Liquefying Creams—Medium	.75
Pond's Cold, Vanishing & Liquefying Creams—Large	1.00
Pond's Cold & Vanishing Creams—Economy	1.50
Pond's Face Powder—Trial	.19
Pond's Face Powder—Small	.45
Pond's Face Powder—Large	.75
Pond's Make-Up Pat	.39

PACQUIN, INC.—Page 72-D

Pacquin's Hand Cream—Small For Extra Dry Skin—Small Anti-Detergent Hand Cream—Small	.33
Pacquin's Hand Cream—Medium For Extra Dry Skin—Medium Anti-Detergent Hand Cream—Medium	.59
Pacquin's Hand Cream—Large For Extra Dry Skin—Large Anti-Detergent Hand Cream—Large	.98
Silk 'n Satin Lotion—Small	.29
Silk 'n Satin Lotion—Medium	.54
Silk 'n Satin—Large with dispenser	.89

THE CARLAY CO.—Page 13-E

C-10	Ayds Reducing Plan Vitamin & Mineral Candy Chocolate Flavor—Fudge Type	3.25
104	Ayds Reducing Plan Vitamin & Mineral Candy Vanilla Flavor—Caramel	3.25
208	Ayds Reducing Plan Vitamin & Mineral Candy Vanilla Flavor—Caramel—Double Size	5.50

As of January 15, 1958, all ANSCO Products will be officially off of Fair Trade.

BAUER & BLACK—Page 6

Item	F.T.M.
Corn Plasters	
Plastic Plasters w/Phenylium—6's	.43
Regular Plasters w/Phenylium—5's	.39
Ladies Size Plastic Plasters w/Phenylium—6's	.43
Ladies Size Regular Plasters w/Phenylium—5's	.39
Callus Plasters	
Plastic Plasters w/Phenylium—4's	.43
Regular Plasters w/Phenylium—3's	.39
Soft Corn Pads	
12 pads 8 Medicated Discs	.39
Moleskin (Cushion Adhesive)	
7" x ½ yd. Flesh	.69
7" x 1 yds. White	.99
Protect-O-Pads Moleskin	
Corn—12's	.33
Callus—6's	.33

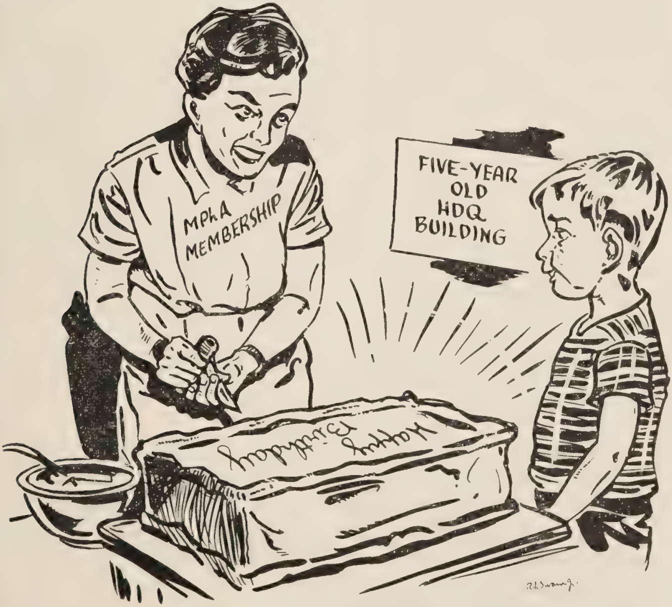
PINEX CO.—Page 77-B

Pinex Concentrate	.85
Pinex Ready-Mixed—8 oz.	1.23
Pinex Ready-Mixed—3 oz.	.63

THE NORWICH PHARMACAL CO.—Page 68

The following Aspirin Consumer offers will be in effect January 1, 1958 through June 30, 1958:

Combo pack of 2 bottles of Aspirins—100's	.63
Combo pack of 2 bottles of Aspirin—250's	1.29
Two bottles of Aspirin—500's	1.98
One bottle of Aspirin—500's	1.29



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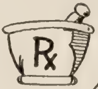

Rho Chi
Omicron Chapter
℞

By **FRANK R. MILIO and ROBERT J. KOKOSKI**
Junior Instructors, School of Pharmacy University of Maryland

The following prescription has been presented to us, although several other commentaries have been printed about it in other journals.

℞ Iodine	gr ii
Camphor	gr ii
Menthol	gr ii
Light Liquid Petrolatum, qs	℥ ii

The only problem involved in the compounding of the prescription lies in the slow solubility of iodine in light liquid petrolatum. This slowness of solubility is evidently assumed, by the hasty pharmacist, to be insolubility of the iodine in the solvent.

The above prescription may be prepared by a method suggested by Freeman and Bower (J. Amer. Pharm. Assoc. 27:476, 1938). According to their suggestion, the petrolatum is heated to 70° C. in a glass stoppered bottle, the iodine added and the bottle agitated occasionally until solution is affected. Five minutes is required to dissolve 0.25% and 25 minutes for a 1% solution of iodine. The other volatile ingredients are added at the last.

The prescription may also be compounded by triturating together the camphor and menthol until they liquify, then adding the iodine, which dissolves in the oily liquid, and finally adding the light liquid petrolatum.

However, this procedure sometimes leads to a cloudy mixture. To avoid the formation of a cloudy mixture, the menthol and camphor should be separately dissolved in the liquid petrolatum. These separate solutions should be added in divided portions to the iodine with constant trituration until all of the iodine is in solution. By no means should crystals of iodine remain undissolved when dispensing the prescription.

Note: In conjunction with our series of articles on isotonic buffered solutions in the October, November, and December issues of this journal, the attention of our readers is directed to the J. Amer. Pharm. Assoc. Practical Ed. 19: 38, 1958, which contains a more inclusive table of values showing the volume in ml. of water required to dissolve 0.3 Gm. of various drugs before adding isotonic diluting fluid in order to prepare 30 ml. of a solution isotonic with blood serum or tears and containing 1% of drug.

●

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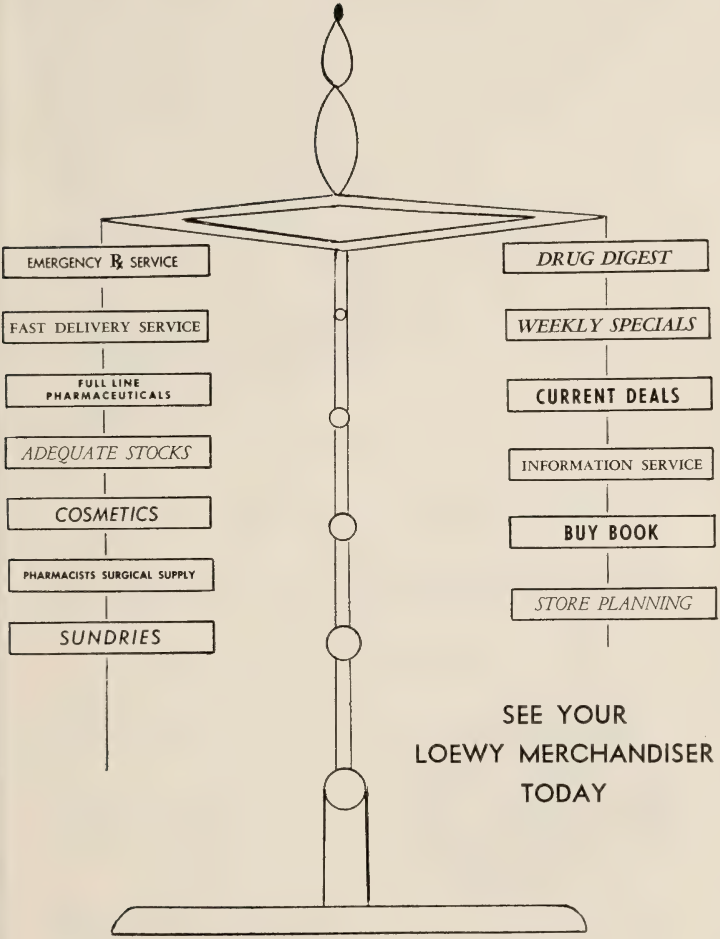
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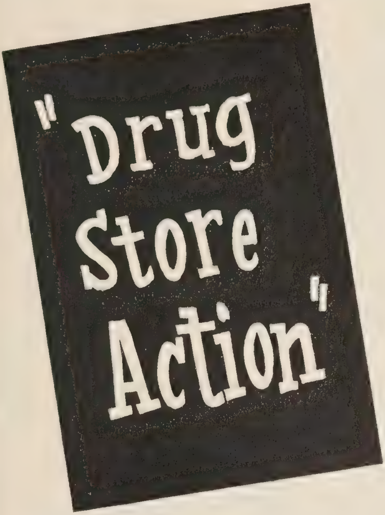

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H. Sheeler Read
R. B. Kettlewell
J. A. Allen
E. M. Kabernagel, Jr.
C. E. Hendrickson
M. J. Timin
W. H. Harrison

MARYLAND PHARMACIST COMMITTEE

George M. Brandt, Chairman
C. W. Spilker
J. M. Bradley
D. E. Steiner
W. H. Harrison

Volume 16 JANUARY, 1958 No. 7

GOOD WILL MEETING

The Annual Good Will Meeting of TAMPA was held as a dinner meeting on Thursday, January 9, 1958 at the Stafford Hotel. The attendance was good. Clergy representing the Catholic, Jewish and Protestant faiths gave excellent talks on good will and brotherhood. These inspirational talks were enjoyed and well received. The speakers were: Father Michael Hyle; Rabbi Abraham Shusterman; and Doctor Iain Wilson. Members of the Maryland Pharmaceutical Association were invited to attend.

LEDERLE DISTRICT MANAGER

William J. Churchill has been appointed manager of the Baltimore district by Lederle Laboratories Division, American Cyanamid Company.

MARCUS SATOU PROMOTED

Marcus Satou, for many years sales representative of the Meadow Gold Ice Cream Company, has been promoted to Assistant Sales Manager of the company. Mr. Satou, a graduate pharmacist, will assist Henry H. Goldscheider, Sales Manager of Meadow Gold.

LANCE CHANGES

George H. Hoddinott, Jr. has been transferred to Richmond, Virginia by Lance, Incorporated. A. E. Callahan, formerly of Lakewood, Ohio, has been named in charge of the Baltimore territory.

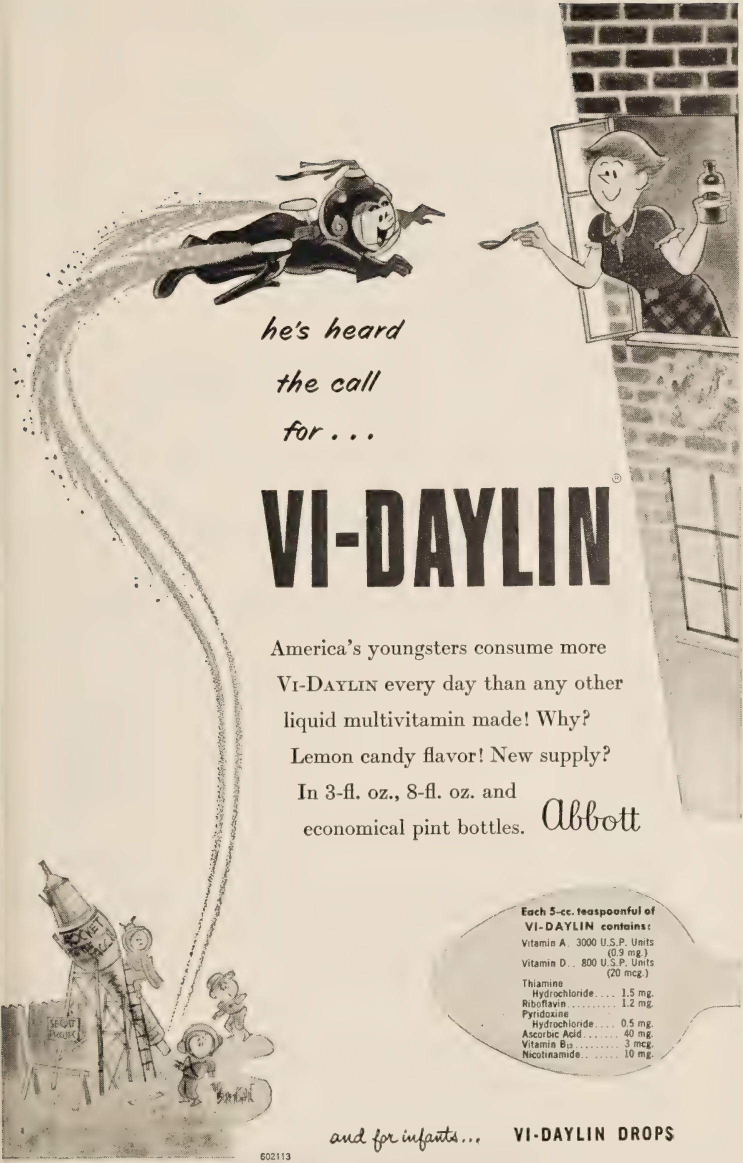
In sorrow the thoughts of your friends blend with yours.

WILLIAM ABRAMS

We regret to announce the sudden death of William Abrams. Mr. Abrams was President of Overbrook Egg Nog Corporation. He was a member of TAMPA and a staunch supporter of Pharmacy. We extend our deepest sympathy to his family.

LEO B. LATHROUM

It is with sorrow we report the demise of Leo B. Lathroum, pharmacist and loyal member of the Maryland Pharmaceutical Association for many years. Mr. Lathroum conducted a pharmacy at 735 East 20th Street in Baltimore up to the time of his death. We extend our deepest sympathy to his family.



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Thiamine Hydrochloride	1.5 mg.
Riboflavin	1.2 mg.
Pyridoxine Hydrochloride	0.5 mg.
Ascorbic Acid	40 mg.
Vitamin B_{12}	3 mcg.
Nicotinamide	10 mg.

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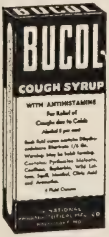
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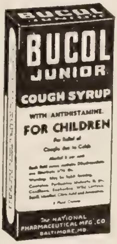
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- Personalities -

These are going to the American Pharmaceutical Convention in Los Angeles and will take a vacation tour of the Coast:

Mr. & Mrs. Louis Davidov
Mr. & Mrs. Morris Lindenbaum
Mr. & Mrs. David Newman
Mr. & Mrs. Joseph Cohen

Fifteen other couples are considering joining the party. If you are interested in the trip contact the Association office.

Jeff and Lou Rockman, National Pharmaceutical Manufacturing Company, were presented beautiful wrist watches by their company for 25 years of devoted service. We add our congratulations and best wishes to two nice guys.

Joe (Calvert Drug) Hugg was elected President of the Baltimore Drug Exchange . . . Good Luck, Joe.

Rose Weiner (Sol's wife) spent three weeks in Florida while Sol kept the home fires burning, including burning holes in the furniture. Now, is it Sol's turn, Rose?

Mr. & Mrs. Sam Solomon took a ten day Caribbean Cruise. Sam said it was a little rough but they enjoyed the trip. The Solomons are looking forward to a repeat trip but on a bigger boat, one that doesn't rock and roll.

High Finance . . . Joe Cohen was stuck with a Canadian 25c piece—John Crozier made a polite and willing exchange for an American piece of similar size—Why so eager?—The Canadian quarter is worth more than 25c . . . High Finance.

Richard (Dick) Crane has been elected Corresponding Secretary of the Medical Representatives of Maryland, a chapter of the Medical Service Society of America.

Joe Cohen's girl Friday is now *Mrs.* Lillian G. Gardner . . . Hearts and flowers . . . Congratulation to Ed and Lil Gardner and best wishes for a long and happy life.

On the sick list and now on the mend—Charles S. Austin, Jr.; Howard L. Gordy and John F. Wannenwetsch. Charlie Austin is still confined, more or less, a telephone call or visit is in order.

Attention girls of LAMPA—report events such as: weddings, births, anniversaries, Bar Mitzvahs, etc., etc., to ace reporter George Brandt, 3509 Millvale Road, Baltimore 7, Maryland, or to Joe Cohen at the Association office.

MEDICAL REPRESENTATIVES ELECT OFFICERS

The Medical Representatives of Maryland, Inc., chapter of the Medical Service Society of America, has elected the following slate of officers for 1958:

President: Calvin L. Jackson
Vice-President: Frank A. Kunkowski
Treasurer: Norman Walter
Corresponding Secretary: Richard R. Crane
Recording Secretary: Donald H. Nichols

Milford H. Dinker, Jr., past president will serve on the board of directors. The first official meeting of the organization for 1958 was a business luncheon at the Blackstone Apartments on January 9.

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-: NEWS ITEMS :-

NATIONAL PHARMACEUTICAL COUNCIL PLEDGES SUPPORT

Addressing one hundred thirty-five leaders of pharmacy and industry at the third annual luncheon of the National Pharmaceutical Council, both retiring President Robert A. Hardt and President-elect Carl K. Raiser placed their major emphasis on the identity of interests and common aims underlying relations between the retail pharmacist and the manufacturer.

The luncheon, which was held December 12 in the Perroquet Suite of the Hotel Waldorf-Astoria, honored Dr. Hardt for his services to the Council during the past two years.

In his remarks, Dr. Hardt observed that the luncheon "signalizes N.P.C. in transition . . . a reappraisal with mind and imagination open to the principles enunciated in our charter."

The N.P.C., he recalled, was founded "to serve the best interests not only of the pharmaceutical manufacturers, but also of every segment of the health team."

"The Health News Institute is effectively taking the industry story to the public," he continued. "The Health Information Foundation has contributed to the vast increase in voluntary health insurance, which in turn has helped boost prescription sales.

"But until we have established a better rapport between ourselves and the retail pharmacists . . . we cannot pretend to be reaching every segment of our audience."

Mr. Raiser pledged that the N.P.C. will continue to "gear its program in line with the best interest of the pharmacist, enhancing his own economic awareness, promoting his sense of professional self-respect, illuminating areas of misunderstanding about the roles of pharmacist and manufacturer, and documenting the valid conclusion that if either of us prospers, we can only prosper together."

Mr. Raiser noted that "there will always be areas for improvement in the filling of prescriptions and the dispensing of drugs."

"I was once a working pharmacist," Dr. Hardt recalled, "and I'd like to say a word on his behalf. I think that we, as manufacturers, who are so eager to have him understand *our* problems, are also under obligation to understand *his* problems, as well."

"For the pharmacist does have his problems . . . and some of them are of our making. For many an overworked pharmacist, the steady stream of new products and the multiplication of dosage forms, while worth-while and necessary, nevertheless sometimes assumes the proportions of a Johnstown Flood.

"We have come to realize that in almost every area of mutual concern," Dr. Hardt added, "*our* interests are also the interests of the practising pharmacists whom we have undertaken to serve."

VETERANS BENEFITS

A new booklet, "Federal Benefits Available to Veterans and Their Dependents," is on sale at the U. S. Government Printing Office in Washington, D. C., for 15 cents a copy.

Prepared by Veterans Administration, the booklet explains the nature of all major U. S. veterans' benefits, the eligibility requirements for each benefit, and where to apply.

An index arranged by wars and peacetime service provides a ready reference to applicable benefits.

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The father of Success is work;
The Mother of Success is ambition;
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Honesty, Enthusiasm and Co-Operation.
The oldest daughter is Character.
Some of her other sisters are
Loyalty, Economy and Sincerity;
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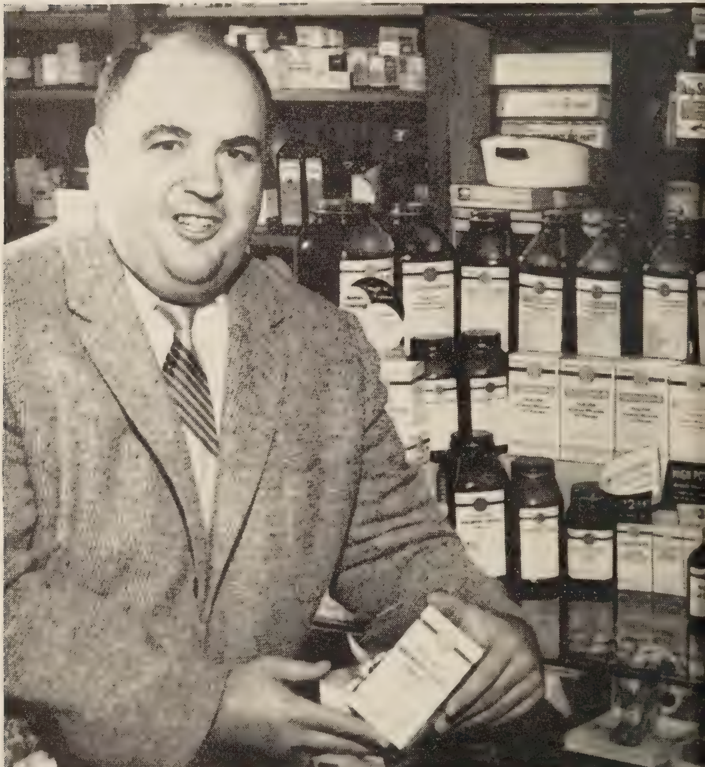

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"Local newspaper promotion, radio spot announcements, window and inside displays informed the public of our store's complete vitamin department. Sales-training meetings with our entire staff kept us alert and up to date. At the end of one year our sales had doubled!

"The next two years we fought back even harder, and at the end of three years our vitamin sales had *tripled!*

"We keep our vitamin department well stocked with fine Squibb products and other name-brand vitamins. Our crusade is really bringing vitamin business back into the drugstore!"

Fronce O. Ramin

FRONCE O. RAMIN
Ramin Pharmacy

OFFICERS AND EXECUTIVE COMMITTEE

BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Front Row, from left: Gregory W. A. Leyko, 2nd Vice President, Alexander J. Ogrinz, Jr. President; Victor H. Morgenroth, Jr., Chairman Executive Committee; Sam A. Goldstein, 3rd Vice President.

Back Row, from left: Irving I. Cohen and Aaron M. Libowitz, members Executive Committee; Joseph Cohen, Secretary; Charles E. Spigelmire, Treasurer. Also elected: Herman B. Drukman, 1st Vice President; Jerome J. Cermak, 4th Vice President; Joseph L. Combs, Jr. and Edward J. Passaro, members Executive Committee.

Melville Strasburger and Frank L. Black were named Secretary and Treasurer Emeritus respectively.

Francis S. Balassone and all the past presidents of the Association were elected ex-officio members of the Executive Committee.

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PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacists:

To be selected to serve as president of this pharmaceutical organization is a distinction for which I am truly grateful.

My first plea to all interested in the progress of pharmacy is to enlist the same magnificent assistance you have rendered this organization in the past.

As we look to the future years for even greater accomplishments worthy of our organization, I feel we should look backward and review for a few moments several achieved goals representing the efforts of many. The president is but a small link in a chain that through the years has made such remarkable strides.

Taking a brief look at a few of these strides we see that our professional relations committee has studded the radio and TV lanes with its pharmaceutical revelations,—our representation on "Fair Trade" can point to victories in Maryland while other states flounder and even lose "Fair Trade"—our other committees have demonstrated similar records.

To all who have worked, that these accomplishments may be realized, I beseech you to continue in the same vein throughout the coming year.

To some of our pharmaceutical buddies whose association work ends by being dues-paid members—lets make these fellows dues-paid workers=And to our pharmaceutical buddies who have not as yet joined our circle—lets make these fellows dues-paid members.

Remember the old adage—United we stand—divided we fall.

ALEXANDER J. OGRINZ, JR.
President

MEET THE PRESIDENT

A hardy band of Baltimore Metropolitan Pharmaceutical Association members attended the Annual Meeting and Election of Officers of the Association at the Kelly Memorial Building on December 5, 1957, to elect Alexander J. Ogrinz, Jr., as President for 1958. This meeting followed one of Baltimore's rare snow storms. The attendance was indeed a tribute to the President-elect, who becomes the 28th president of the old Baltimore Retail Druggists' Association and the first President of the new Baltimore Metropolitan Pharmaceutical Association.

Alexander John Ogrinz, Jr., better known as "Al", is a graduate of the University of Maryland School of Pharmacy. He received his Ph. G. diploma in 1934 and the B.S. degree in Pharmacy in 1935. In 1934 he became a member of Omicron Chapter, Rho Chi Honorary National Pharmaceutical So-

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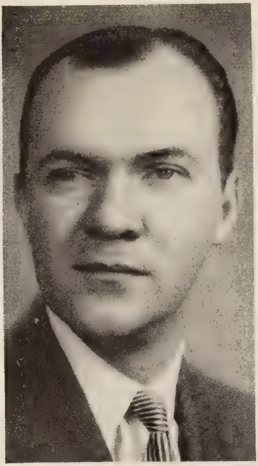

ALEXANDER J. OGRINZ, JR.

ciety. Mr. Ogrinz became a registered pharmacist in 1935.

The chief interest of Mr. Ogrinz has always been the practice of pharmacy, first as a pharmacist in the Johns Hopkins Hospital Pharmacy, and later as assistant chief pharmacist there. He supplemented the hospital pharmacy position by relief work at Burriss and Kemp Drug Store in Baltimore. In 1945 he purchased Burriss and Kemp, with Gordon A. Mouat as a partner. In 1949 the partnership purchased the Homeland Pharmacy and converted it into a corporation. Both pharmacies are outstanding and are a credit to the profession of pharmacy.

Mr. Ogrinz is a past president of the University of Maryland, School of Pharmacy Alumni Association. He also holds membership in the Maryland Pharmaceutical Association; the American Pharmaceutical Association; the National Association of Retail Druggists; the National Association of Boards of Pharmacy; and the Baltimore Branch of the American Pharmaceutical Association. He has served on many committees representing pharmaceutical interests.

Mr. Ogrinz was appointed to the Maryland State Board of Pharmacy for a five year term by Governor McKeldin.

He is a member of St. Johns of Hamilton Methodist Church and active in the Men's Bible Class. He is a member of the Masonic Order, a Knights Templar and a Shriner.

Mr. Ogrinz is married to the former Camilla V. Vondracek. They have two children Alexander John, 3rd, 14 years old and Cordelia Elaine, 10 years old. This happy family makes their home on Parkside Drive in Baltimore.

Our new President has an affable, dynamic personality. He has a terrific sense of humor coupled with a hearty genuine peal of laughter. These do not deter from his ability; on the other hand, they enhance it. He is known to be thorough and understanding. He gets a job done in short order. With such a background, we predict a successful year for the Baltimore Metropolitan Pharmaceutical Association.

BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

The Constitution of the Baltimore Retail Druggists' Association was amended at the Annual Meeting of the Association on December 5, 1957, as follows:

1. To include pharmacies, as members, located in the Metropolitan Baltimore area such as those located in Anne Arundel, Baltimore, Carroll, Harford and Howard counties.
2. To change the name of the Association to the Baltimore Metropolitan Pharmaceutical Association.

These changes have been made to make the Association more representative, stronger, and to conform to the times.

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As a graduate of a school of pharmacy; you are licensed as a pharmacist; you are a member of the profession of Pharmacy. Therefore, you should be known as a pharmacist and operate a pharmacy to differentiate you from uneducated and unlicensed purveyors of home remedies referred to as drugs. This Association was instrumental in having the telephone directory listing changed from "druggists" to "pharmacies" for that reason.

If you own a pharmacy in Baltimore City or any of the counties named, you are eligible for Active Membership. The dues are $10.00 a year and should be mailed to: Baltimore Metropolitan Pharmaceutical Association, 650 West Lombard Street, Baltimore 1, Maryland.

STANDING COMMITTEE FOR 1958 BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Arrangements and Attendance Committee—Jerome A. Stiffman, Chairman; Louis Davidov, Vice Chairman; Sam A. Goldstein; Joseph U. Dorsch; Stephen J. Provenza; Joseph L. Combs; Jerome J. Cermak

Ethical Practice Committee—Sam Portney, Chairman; Bernard Cherry, Vice Chairman; H. Nelson Warfield; Sylvan Tompakov; Frank Block; Harry L. Schrader; Sidney Sussman; Mario Sama; Charles S. Austin; Simon Solomon

Professional Relations Committee—Stephen J. Provenza, Chairman; James P. Cragg, Vice Chairman; Aaron M. Libowitz; Morris L. Cooper; Milton A. Friedman; Charles E. Spigelmire; Charles E. Neun; John F. Neutze; Frederic T. Berman; Jacob L. Kronthal; Thomas Blatt; Robert E. Thiess; Victor H. Morgenroth, Jr.; David Lebson

Prescription Survey Committee—Gregory W. A. Leyko, Chairman; Aaron M. Libowitz, Vice Chairman; H. Nelson Warfield; John F. Wannenwetsch; Jacob L. Kronthal; Albert Freedman; David A. Santoni; Victor H. Morgenroth, Jr.; Bernard Cherry; Stephen J. Provenza; Herman B. Drukman; Dean Leavitt

Drug and Merchandise Committee—Irving I. Cohen, Chairman; Jerome J. Cermak and Milton A. Friedman, Vice Chairman; Donald Fedder; Anthony G. Padussis; David Lebson; Alfred L. Aaronson; Herman B. Drukman; Herbert B. Rudo; Sam Portney; Aaron M. Libowitz; Charles E. Spigelmire; Sam A. Goldstein; Gordon A. Mouat; Victor H. Morgenroth, Jr.; Henry M. Golditch; Meyer Stoler; Maurice Weiner

Entertainment Committee—Herman B. Drukman, Chairman; Gregory W. A. Leyko, Vice Chairman; Bernard Cherry; Gordon A. Mouat; Charles J. Neun; H. Nelson Warfield; Anthony G. Padussis; Charles E. Spigelmire; Victor H. Morgenroth, Jr.; Solomon Weiner; Sam A. Goldstein

Civil Defense Committee—Charles Wagner, Chairman; William Rossberg, Jr.; Vice Chairman; Morris R. Walman; Jerome Mask; C. Edward Pfeifer; Hyman Davidov; Gregory W. A. Leyko; Ellis B. Myers; H. A. B. Dunning; Sam I. Raichlen

Legislative Committee—Henry M. Golditch, Chairman; Anthony G. Padussis, Vice Chairman; Bernard Cherry; William H. Harrison; L. M. Hendler; Simon Solomon; Howard C. Lamkin; Donald Fedder; Frank Block; Victor H. Morgenroth, Jr.; Gordon A. Mouat; Gregory W. A. Leyko; Abraham Glaser; Norman J. Levin; John F. Wannenwetsch

Publicity Committee — Charles E. Spigelmire, Chairman; Aaron M. Libowitz, Vice Chairman; Victor H. Morgenroth, Jr.; Jerome Stiffman; Meyer Stolyer; George Stiffman; James P. Cragg; Simon Solomon; Edwin Wittemore; Sam A. Goldstein; Frank J. Macek; Milton A. Friedman; Anthony G. Padussis; Frank Block; Sam Portney

Membership Committee—Gregory W. A. Leyko, Chairman; Sam A. Goldstein, Vice Chairman; Herman B. Drukman; Simon Solomon; Meyer Stoler; Bernard Cherry; George Stiffman; Edward

Passaro; Sam I. Raichlen; Solomon Weiner; Felix Kaminski; Harry Rochester; Hyman Davidov; Christopher Rodowskas; Joseph Freiman; Israel M. Ruddie; Joseph A. Teramani; Leonard Kandel

Building Committee—Frank L. Black, Chairman; Simon Solomon, Vice Chairman; Frank Block; Frank J. Macek; Eli Fedder; H. A. B. Dunning

Auditing Committee—John F. Wannenwetsch, Chairman; Gordon A. Mouat, Vice Chairman; Bernard Cherry; Charles E. Spigelmire; Gregory W. A. Leyko

Nominating Committee—Victor H. Morgenroth, Jr.; Chairman; Bernard Cherry; Henry M. Golditch; Stephen J. Provenza; Frank Block

Pharmacy Committee — Bernard Cherry, Chairman; Jack Kronthal, Vice Chairman; Simon Solomon; John F. Wannenwetsch; Abraham Levy; Frederic T. Berman; Charles S. Austin, Jr.; Mario Sama; Norman J. Levin

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Deputy Attorney General

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BALTIMORE 2, MD.

January 15, 1958

Mr. Francis S. Balassone, Chief
Division of Drug Control
State Department of Health
2411 N. Charles Street
Baltimore 18, Maryland

Dear Mr. Balassone:

We have your recent request for an opinion in reference to inspection and release of prescriptions which a pharmacist keeps on file. You advise that inquiries have been made by pharmacists seeking advice as to whether they must release original prescriptions to police officers seeking to enforce the narcotics law.

Article 27, Section 368 of the Annotated Code of Maryland (1951 Ed.), being part of the Uniform Narcotics Drug Act, provides that it is the duty of the State Department of Health and its agents, all peace officers of the State and all State's Attorneys to enforce the provisions of the law relating to narcotic drugs. In addition, Section 353 of the Uniform Drug Act allows pharmacists under certain circumstances set forth therein to sell and dispense narcotic drugs, and provides that "The prescription shall be retained on file by the proprietor of the pharmacy in which it is filled for a period of two years so as to be readily accessible for the inspection of any officers engaged in the enforcement of this Sub-title. * * *".

In addition to the above cited Section, the General Pharmacy Law, by Section 241 of Article 43, provides as follows:

"There shall be kept in every pharmacy or drug store a suitable book or file, in which shall be preserved for a period of not less than five (5) years, every prescription compounded or dispensed at said pharmacy or drug store, and said book or file of prescriptions shall at all times *be open to inspections* of the members of the Maryland Board of Pharmacy and the duly authorized agents and employees of the Maryland State Department of Health. Any proprietor of a pharmacy or drug store violating the previsions of this section shall, upon conviction, be deemed guilty of a misdemeanor and fined not more than fifty ($50) dollars." (Emphasis supplied.)

You now ask whether a retail pharmacist must surrender possession of prescriptions, which the law requires them to file and preserve and have available for inspection, when requested to do so by police officers.

The General Assembly, by the Legislation above recited, has clearly imposed an obligation and duty on every pharmacist to file and preserve every prescription compounded or dispensed, all of which shall be open to inspection by designated law enforcement officers. However, in imposing such an obligation, the General Assembly has designated that the pharmacy shall be the proper repository of these records and has not specifically made provision for the release of the same.

While it is the obligation of every pharmacist to cooperate to the fullest extent possible in the enforcement of the Uniform Narcotic Drug Act and the General Pharmacy Laws, such cooperation does not mean that he should surrender complete possession and control of prescriptions which he is bound to keep on file and have readily accessible.

In meeting this problem, it is our opinion that before a pharmacist surrenders possession and control of these prescription forms to a police officer, he should receive from the requesting police officer a full receipt for the same, which receipt should include the date of the taking of the prescription, the pharmacist's prescription number, the date for which the prescription was prescribed, the name and address of the patient for whom it was prescribed and the name and address of the physician or other authorized person who has prescribed the prescription. It should be distinctly understood that the original prescription must be promptly returned to the pharmacist's files, and that in allowing the police officer to take possession of the same it is only for the purpose of phot-copying the prescription.

In the event that the original prescription is needed by the enforcement officers at the trial of a case or before the Grand Jury, the pharmacist can be duly subpoenaed to produce the original document. We believe that this will eliminate any possible confusion and will also eliminate excuses on the part of a pharmacist for not having a particular prescription. In this manner no pharmacist could be criticised or be held liable for violation of the duty imposed upon him, and it will also facilitate proper enforcement of the pharmacy and narcotic drug laws.

Very truly yours,

/s/ Stedman Prescott, Jr.
Deputy Attorney General

/s/ Joseph S. Kaufman
Assistant Attorney General

FOR DRUG FIXTURES
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A.Ph.A. 1958 CONVENTION

The 1958 Convention of the American Pharmaceutical Association, which will be the 105th meeting in the 106 years which have elapsed since the founding of the Association in 1852, will be held in Los Angeles, California, the week of April 20. Meetings of the Association and affiliated and related bodies have been held annually, except 1861 and 1945. These were years in which wars prevented the holding of conventions.

The Biltmore Hotel will be headquarters of the Convention and practically all meetings and other functions will be held there. Preparations are under way to make this Convention a memorable one, as 49 years have elapsed since the Association met in Los Angeles in 1909. Both the Convention city and the Association have enjoyed a tremendous growth since 1909. Although it is planned to have the meetings of the Association and its affiliated and related bodies follow the general plan of previous convention programs, a number of innovations may be expected.

All members of the Association will receive detailed information regarding housing facilities, room reservations and a tentative program, by direct mail.

A Housing Bureau has been established which will handle all requests for reservations, and a sufficient number of rooms will be available at the headquarters hotel and several other hotels in the vicinity to take care of the housing requirements of all who plan to attend this meeting. The headquarters hotel and others designated as official convention hotels will not accept direct reservations for the Convention. It is therefore requested that all those desiring reservations await the official Housing Bureau form before writing for reservations.

As in the case of other annual conventions held by the Association in recent years, the details of the Convention will be handled by the American Pharmaceutical Association Headquarters and Convention Staff, and a Local Committee of prominent pharmacists will function in the capacity of hosts to the A.Ph.A. members and the various affiliated and related groups which are holding their meetings during the week of April 20th.

It is anticipated that the National Conference of State Pharmaceutical Association Secretaries will begin its meeting on Saturday, April 19th. The American Association of Colleges of Pharmacy, the American College of Apothecaries and the American Society of Hospital Pharmacists will open their sessions on Sunday, April 20th. The National Association of Boards of Pharmacy meeting will open on Monday morning, April 21st. The American Pharmaceutical Association will, as usual, hold opening exercises for the combined organizations on Sunday evening, April 20th, and will begin its convention formally with the first General Session either Monday or Tuesday evening April 21st or 22nd.

The various pharmaceutical organizations of the Los Angeles area have combined to cooperate to the fullest extent with the A.Ph.A. staff in working out the arrangements for the convention.

POST CONVENTION TOUR

California here we come! Because of the unusual interest shown in attending the A Ph. A. Convention and extending the visit to the Coast, a tour has been arranged beginning immediately after the Convention on April 26th.

Following is the Special Itinerary arranged for the Maryland group. Pharmacists from Delaware, District of Columbia and Virginia are cordially invited to join us!

1st Day—Sat. April 26—Leave Los Angeles by motorcoach, arrive Santa Barbara. Tour the area and its famous mission. Stay overnight at the Biltmore Hotel.

2nd Day—Sun. April 27—Leave Santa Barbara by motorcoach. Continue along the picturesque coast via Santa Maria

TROJANS PLEASE

Look closely at Trojans.

Trojans are more than the leading brand name in prophylactics. Symbolizing the dependability of *all* the merchandise you sell, Trojans set you apart as a pharmacist devoted to the ethics of your profession and aware of your responsibility toward those who seek your services. Because Trojans are sold in pharmacies only, the store that carries Trojans is almost invariably the center for every other family health need.

For their exceptional margin of protected profit, Trojans please the pharmacist.

It's because Trojans please so many people that more than 50% of all prophylactics sold in pharmacies* are . . . Trojans.

*From world's leading market research organization.

TROJANS • PROFIT PROTECTION • PRODUCT PERFECTION

YOUNGS RUBBER CORPORATION

and San Luis Obispo to Monterey. Overnight accommodations are at the Casa Munras Hotel.

3rd Day—Mon. April 28—Leave Monterey by motorcoach at noon. Motor over the renowned 17-Mile-Drive, and see Carmel-by-the-Sea and Carmel Mission. Continue to Yosemite National Park. Stay overnight at Ahwahnee Hotel.

4th Day—Tues. April 29—Drive through this vast wonderland and see lovely waterfalls and breath-taking vistas. Also see Glacier Point, the Mariposa Grove of Big Trees, Gristly Giant, one of the largest trees in existence, and the famous Wawona Tunnel Tree. Accommodations are at the Ahwahnee Hotel.

5th Day—Wed. April 30—Leave Yosemite Park by motorcoach, arrive San Francisco, Mark Hopkins Hotel.

6th Day—Thurs. May 1—Afternoon city sightseeing. A city tour by motorcoach views the Civic Center, Golden Gate Park, the Presidio, Seal Rocks and Cliff House, St. Francis Wood and Sea Cliff residential Sections.

CHINATOWN AFTER DARK, FISHERMAN'S WHARF TOUR—Visit the largest Chinese settlement outside the Orient, guided by Ching Wah Lee, the famous motion picture star of The Good Earth, Thirty Seconds Over Tokyo, and Cinerama Holiday—and an authority on Chinese art, lore and tradition. See a Chinese temple of worship, lantern-lit alleys, oriental art studios, old-world Chinese buildings, unique shops. Ride through Wall Street of the West, old Barbary Coast, then to Telegraph Hill for a panoramic view of the city, bridges and Bay Area by night. Stop at picturesque Fisherman's Wharf, return via Nob Hill.

7th Day—Fri. May 2—Today is left free so that you may enjoy some of the many attractions that San Francisco has to offer.

8th Day—Sat. May 3—Leave San Francisco via Trans World Airlines. Arrive Las Vegas, Hotel Flamingo.

9th Day—Sun. May 4—Leave Hotel for Hoover Dam Tour. Tour passes fabulous war-born magnesium plant, to Boulder City. Next, a gorgeous panoramic view of vast Lake Mead. At Dam, ample time for inspection. Return to Las Vegas.

10th Day—Mon. May 5—Leave Las Vegas—Trans World Airlines. Arrive Washington, D. C., Transfer by motorcoach to Baltimore.

MEMORANDUM OF ARRANGEMENTS

Tour Price Per Person, $504.85.

The Tour price includes: Hotel accommodations based on two persons sharing a twin bedded room with bath, sightseeing by motorcoach as shown in the itinerary, transfers from airport to hotel at Las Vegas, transfers from Washington to Baltimore via motorcoach, all meals while members of the tour from Los Angeles to San Francisco. Single rooms at hotels may be reserved at an additional charge if wanted. Air transportation is based on coach class. The Tour price does not include meals in San Francisco and Las Vegas.

COCA COLA HELPS PHARMACY

In a recent advertisement carried nationally, the Coca Cola Company used a pharmacy background showing a modern prescription department. What could be more traditional than the pharmacy soda fountain? Coca Cola—Thanks for the plug.

NEW SOCIAL SECURITY BALTIMORE OFFICE

The Baltimore District Office of the Social Security Administration is now located in the Tower Building, 217 East Fayette Street, Baltimore 2, Maryland. This office will assist citizens of the Baltimore metropolitan area in connection with applications for social security account numbers, and for the filing of claims for old-age, survivors and disability insurance benefits under the Social Security Act.

SMITH, KLINE & FRENCH, INC.

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A MEYER HOTEL

WILLIAM E. STUBBS, Jr.
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Head For

The Skipjack

The new name for the
Cocktail Lounge

Featuring the SKIPJACK COCKTAIL—a captivating concoction for fastidious folks. Originated by us. King size—4 full ounces.

HOTEL *Emerson*

GILPIN HOLDS ANNUAL SALES MEETING

Client service was the keynote of The Henry B. Gilpin Company's 1957 annual sales meeting held last month in Washington, D. C.

More than 60 Gilpin representatives heard President James E. Allen emphasize that salesmen must sell services as well as products. According to Allen, the meeting was held not merely to find ways to increase sales but, rather, to develop methods to expand "full-line, full-service" for pharmacists.

To implement this approach, Gilpin had already increased its sales force to 45 men during the past year. The company now operates in North Carolina, Virginia, West Virginia, Maryland, Pennsylvania and the District of Columbia. It maintains division offices in Norfolk, Baltimore and Washington, D. C.

In addition to Allen, other speakers at the meeting included Colonel James W. Roberts, Sr., chairman of the board. Bernie Appel, Baltimore division manager; William H. Harrison, Baltimore sales manager; R. B. Duncan, Washington division manager; William T. Atkinson, Washington sales manager; and J. W. Roberts, Jr., Norfolk sales manager.

Mr. Allen had this to say:

"What can happen to give us pride? Our customers can be well-serviced. We want Gilpin—which means you and me —to be recognized, relied upon, and respected by our customers. We want to maintain standards, ethics and integrity which give us stature in an honorable profession."

Colonel Roberts stressed that Gilpin's long standing policy of one price and fairness to all is well accepted by the average pharmacist and that Gilpin has been identified with this policy.

Duncan asked Gilpin salesmen to show pharmacists the benefits of once-a-month buying as against buying the same item three and four times a month. He pointed out that the phar-

59.1%

of all

ICE CREAM
PURCHASES

are

IMPULSE
SALES

. . . thanks to wide awake Point - of - Sale Promotion, Abbotts and Jane Logan Dealers enjoy a man-sized portion of this business.

Are You Getting Your Share?

Abbotts ICE CREAM

Jane Logan DeLuxe ICE CREAM

ABBOTTS ICE CREAM CO.
45 S. CATHERINE ST.

macist can save money by buying once a month—that he would probably get a bigger discount, his handling costs would decrease and he would not have an out of stock condition.

Also reported at the meeting by Atkinson was the coordination of the three divisions' activities. Norfolk, Baltimore and Washington will work more closely on merchandising, promotion and policy. According to Allen, this will provide greater service for customers.

An experimental brainstorming session was also held in which all Gilpin personnel, including salesmen, participated. In less than an hour, a free association of ideas produced 283 suggestions which are being evaluated for further action. The subject was, how to extend more services to pharmacists.

This marked the first time that formal "brainstorming" was used and in which all of the company's salesmen were gathered together to make proposals that would benefit pharmacists. The method will be used throughout the year to develop other ideas.

Some of the suggestions that were made in rapid-fire time were:

Training on store management for proprietors; improve faster will-call earlier delivery on regular orders; a department in the Gilpin warehouse for training pharmacists in store operation; suggestions on more efficient rearrangement of stores; better inventory of faster moving items; a place for pharmacists to call on Sundays and evenings to place orders; sales clinics for store personnel; help the pharmacist with his relationship with doctors; don't oversell.

Other ideas included: emergency RX service; more merchandising aids; securing new merchandise faster; and, even, delivery by helicopter.

Not every idea was practical; some overlapped and others may have already been tried. But most important, one idea planted seeds for two others--

SELL
QUALITY for PROFIT
PALE DRY
Suburban Club
GINGER ALE
PHONE
OR. 5-0100

Suburban Club Carbonated Beverage Co., Inc.
Baltimore 13, Maryland

many of which could be used or modified.

According to President Allen, the results were dramatic and some of the suggestions are going to be used immediately to offer better service to pharmacists in 1958.

UPJOHN INTRODUCES NEWSLETTER FOR PHARMACISTS TO FEATURE ADVERTISING IDEAS, PROMOTIONAL TIPS

A merchandising stimulant with advertising, display and promotion tips as the active ingredients, is the formula of an unusual new publication for pharmacists sponsored by the Upjohn Company, Kalamazoo, Michigan.

Designed to bring concise, up-to-date and practical ideas on how to increase pharmacy sales to druggists throughout the nation, the newsletter— called "The Pharmacy Advertiser"—will be published every other month. Advance information on Upjohn promotions and sales aids, with emphasis on over-the-counter specialties, will also be featured in the newsletter.

The first publication of its type to be sponsored by a pharmaceutical manufacturer, "The Pharmacy Advertiser" will cover the newest marketing trends in every aspect of pharmacy advertising and merchandising. Emphasis, however, will be placed on proven sales aids and selling tips that can be adapted for use by any pharmacist. This practical, "how to" approach is reflected in the first edition of the newsletter with articles on a gift center for late shoppers, vitamin repeat cards for increasing sales and a report on the successful use of Christmas lay-away plans.

Other features planned for "The Pharmacy Advertiser" are reports on pharmacist recruiting and education, guest columns by prominent authorities in pharmacy merchandising, special surveys of primary importance to the professional pharmacist, cartoons and crossword puzzles.

In an introduction to the first issue of "The Pharmacy Advertiser," Dr. E. Gifford Upjohn, president of the Company, noted that "continued growth and prosperity for professional pharmacists and for the pharmaceutical industry will be facilitated by closer cooperation between the two groups. The Upjohn Company believes this sincerely and hopes it can make a positive contribution in this direction by aiding the pharmacist in his efforts to improve his advertising."

FILM TALKIE BY YOUNGS RUBBER!

A new motion picture film entitled "Today's Horizon in Health" has been produced by Youngs Rubber Corporation as the first of its kind. In a half hour it pictures and narrates the story surrounding the essential features of prophylactic rubber production processes from the tapping of trees for pure liquid latex through the manufacuring, testing and packaging techniques.

The film has already won widespread acclaim for its superior treatment of the subject on an exclusively educational and informational basis, and for its avoidance of any commercial aspects. This presentation answers important questions for those who are professionally or civically interested in the complicated mechanisms utilized in the making of these vital prophylactic health devices under the most modern factory conditions.

It is available upon request, free of charge with full projection facilities, to retail and wholesale pharmaceutical associations and organizations, and to schools of pharmacy and medicine as well as to medical and other appropriate health and civic societies.

For further details, contact the local Youngs salesman or write direct to Youngs Rubber Corporation, 145 Hudson Street, New York 13, N. Y.

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Quality Pharmaceuticals Since 1863

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CHEESE PEANUT BUTTER SANDWICHES

for Quality, Taste,
Repeat Sales and
Faster Profits . . .

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N. P. C. MEETS WITH METROPOLITAN SECRETARIES

Representatives of the Metropolitan Drug Association Secretaries and of the National Pharmaceutical Council met at the Waldorf-Astoria Hotel in New York City to explore ways of establishing better communications between the retail pharmacists and the pharmaceutical manufacturers.

The representatives of the Metropolitan Secretaries stressed the growing concern of pharmacists over the multiplicity of products of the same formula and the inventory hardships entailed.

Suggestions were made by the secretaries that information on new products be supplied to pharmacists prior to release to the medical profession, so they could be more conversant with the new products; that manufacturers be encouraged to acquaint physicians with the dangers of indiscriminate disposal of samples; that size and quantity of samples be reduced; that notices be placed on the container of an improved, replacement product with strip labels furnished the pharmacist to be used in event of a change in color, flavor, etc.; that a reduction of the variation of dosage forms be encouraged; that when new products are released the pharmacist be mailed a first dose sample and that new items be packaged in sizes containing a two or three day supply.

The secretaries also suggested that there should be publicity on specific actions taken by boards of pharmacy and the courts against those pharmacists who persist in the practice of substitution.

An additional suggestion was made that the overall program of the N.P.C. be expanded to broaden its scope of activities and that it function more as a liaison group between retail pharmacists and manufacturers. Many of the problems existing in pharmacy today have beeen created by a lack of understanding and communication between these groups, and it was felt that the N.P.C. could effectively bring them to the attention of its member companies.

Another meeting was scheduled for late in February 1958 in New York City, prior to the annual meeting of the Metropolitan Drug Association Secretaries.

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PFIZER CONTRACTS WITH GOVERNMENT TO TEST DRUGS AGAINST CANCER

Chas. Pfizer & Co., Inc., announced the signing of a contract with the Federal government under which the company will test its antibiotic filtrates and other organic compounds against cancer.

Under the agreement, approximately $1,200,000 in government funds will be spent during the first year of operations.

The contract is the largest signed to date by pharmaceutical producers with the Cancer Chemotherapy National

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All the Features you'd choose yourself!
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FLAVOR-IZED FLARE-TOP ICE CREAM CONES

TOPS with ice cream . . . TOPS in ice cream cones . . . you and your customers will "go" for Flavor-ized Flare-TOPS. If your regular wholesaler can't supply you, write or phone:

MARYLAND BAKING COMPANY
1200 South Eutaw Street, Baltimore, Md.

Service Center of the National Institutes of Health, Bethesda, Md.

Pfizer has worked closely with private foundations and educational institutions over a period of several years in the search for cancer-curing agents. The firm which has headquarters in Brooklyn conducts its cancer studies at its Maywood, N.J., laboratories.

In addition to the testing program, the contract calls for studies directed toward the development of improved screening techniques. Pfizer will also perform pharmacological studies to determine the safety of compounds which appear to have sufficient promise to justify clinical trials.

1957 MARKED THE MOST PROSPEROUS YEAR IN OUR HISTORY

Despite some soft spots in our economy, 1958 should be even more prosperous than 1957. The record breaking year just passed, recorded some notable achievements that may be difficult to surpass this year. Here are just a few:

....Gross National Product (the sum of all goods and services produced) hit $435 billion—$20 billion more than in 1956.

....Industrial Production (1947-1949 equals 100) reached an index of 144—the highest peak in the post-war period.

...Consumer Spending hit $281 billion—$14 billion more than in the previous record year of 1956.

...Disposable Income totaled $300 billion—$13 billion above 1956.

....Outlays for new plants and equipment reached $37.3 billion—up 2.3 billion from 1956.

....Construction Outlays totaled $47.2 billion—$2.2 billion more than in 1956.

In the face of all these records, however, one important segment of our business economy-Profits-failed to gain. Corporate (before tax) Profits in 1956 reached $43 billion and kept the same pace last year. Higher operational costs, wages, raw materials, packaging, transportation and marketing costs, may actually result in lower profits, in 1958, even if the record pace of business activity continues.

The outlook for this year is good. Informed estimates from the nation's top economists and business leaders indicate a $6 billion gain in gross national product; an $8 billion gain in consumer spending and disposable income; an increase of $700 million in outlays for new plants and equipment, and a slight rise in industrial production. Undoubtedly the Federal Reserve Board will play an important part in the 1958 business activity, for the availability of money for capital expansion and the purchase of goods and services, will largely determine how fast the economy can grow. Chances are the FRB will ease credit, at least during the first half of 1958.

NWDA NEWSLETTER

"THE PHARMACEUTICAL STORY"

The Health News Institute has published a new, illustrated booklet for layman distribution, documenting the spectacular advances of the American pharmaceutical industry during the last two decades. These articles appeared as a series in Medical Economics, under the title, "Just a Moment, Doctor. . ."

Retail pharmacists should be interested in the widest possible distribution of this interesting booklet. It is excellent Public Relations material.

Health News Institute, 60 East 42nd Street, New York 17, New York, will supply the booklets at $7.65 per 100 copies in quantities of 500. Bulk rates are available on request.

WHITMAN'S ANNOUNCES DISPLAY CONTEST

Stephen F. Whitman & Son, Inc., Philadelphia manufacturer of Whitman's Chocolates, announce an "On To Philadelphia" dealer display contest in conjunction with the N.A.R.D Convention which is scheduled for Philadelphia from September 28 through October 2.

Open to all Whitman's authorized dealers, fourteen winners of the Easter and Mother's Day contests will receive first class round trip transportation for two to the convention, accommodations at Philadelphia's most fashionable hotels, dinner at "Old Original Bookbinders"—down by the river-front in old Philadelphia, lunch at Whitman's unique restaurant—candy shop on historic Chestnut St., an exclusive tour through Whitman's plant and ten 2-lb. Samplers sent as gifts from the dealer while he is visiting Philadelphia.

Whitman's has divided the country into seven regions and one winner from each region will be selected for the best interior display of Whitman's Chocolates for Easter, another winner from each region will be determined on the same basis for Mother's Day.

The only qualifications for entering are the purchase of a standard Easter and Mother's Day order and sending Whitman's photographs of the displays. Dealers may enter both contests and will receive $1.00 for each event in which they participate.

According to William M. Noonan, Whitman's president, there are two main purposes of the contest. "First of all," Mr. Noonan stated, "we believe in the benefits of the N.A.R.D. and we want to give fourteen winners the opportunity to attend the convention at our expense. Secondly, we hope to stimulate bigger and better displays of candy at Easter and Mother's Day and prove that good merchandising displays are the key to greater retail candy profits."

To promote the contest, a special announcement brochure is being mailed to every dealer and each Whitman's representative is planning a special presentation for the dealers in his territory.

ABSTRACT OF EQUAL EMPLOYMENT OPPORTUNITY ORDINANCE 379 ARTICLE 14A BALTIMORE CITY CODE

Discrimination in employment because of race, color, religion, national origin or ancestry is detrimental to the health, welfare and safety of the City of Baltimore and its inhabitants. It is the policy of the City to prohibit and eliminate unfair employment practices based on such considerations.

Jurisdiction:

The jurisdiction of the Equal Employment Opportunity Commission extends to any governmental unit, agency or employee as to which the City has the power to legislate; all employers, employment agencies and labor organizations. The ordinance exempts fraternal, sectarian, charitable, religious or private educational organizations; persons employing less than five employees, exclusive of parents, spouse or child; persons in domestic service or in positions of a personal or confidential nature.

Enforcement:

The Equal Employment Opportunity Commission is charged with the duty of administering the provisions and purposes of the ordinance. The Commission receives and screens complaints, investigates them and attempts to conciliate those for which it finds probable cause. It may, where necessary, initiate a complaint on its own behalf. In the event the conciliation procedure fails, it may hold public hearings and it may issue cease and desist orders to carry out the provisions of the law.

UNFAIR EMPLOYMENT PRACTICES
It is unlawful for an Employer:

1. To refuse to hire an individual or to discriminate in the hiring

tenure, promotion or upgrading of an employee because of race, color, religion, national origin or ancestry.

2. To discriminate in the terms, conditions privileges or any other matter related to employment because of race, color, religion, national origin or ancestry.
3. To follow a policy of a quota system in employment based on race, color, religion, national origin or ancestry.
4. To ask any questions before employment or to use application or membership forms containing questions as to race, color, religion, national origin or ancestry.
5. To print, publish or circulate any notice or advertisement relating to employment indicating preference or discrimination because of race, color, religion, national origin or ancestry.
6. To discriminate against any person because he has filed a charge, testified or otherwise opposed any practice forbidden by this Ordinance.

It is unlawful for a Labor Organization:

1. To discriminate in any way against a member or an applicant for membership because of race, color, religion, national origin or ancestry which would deprive or limit the employment opportunities of such individual.
2. To discriminate against any individual in any way affecting his opportunity, status, wages, or any other matter relating to employment because of race, color, religion, national origin or ancestry.
3. To follow a policy of a quota system in employment based on race, color, religion, national origin or ancestry.
4. To discriminate against any person because he has filed a charge, testified or otherwise opposed any practice forbidden by this Ordinance.

It is unlawful for an Employment Agency:

1. To discriminate because of race, color, religion, national origin or ancestry, in registering or referring an applicant for employment.
2. To follow a policy of a quota system in employment based on race, color, religion, national origin or ancestry.
3. To ask any questions before employment or to use application or membership forms containing questions as to race, color, religion, national origin or ancestry.
4. To print, publish or circulate any notice or advertisement relating to employment indicating preference or discrimination because of race, color, religion, national origin or ancestry.
5. To discriminate against any person because he has filed a charge, testified or otherwise opposed any practice forbidden by this Ordinance.

It is unlawful for an Employee to offer resistance to the employment, promotion or upgrading of any individual because of his race, color, religion, national origin or ancestry.

It is unlawful for Anyone to attempt to or to aid, abet, incite, compel, or coerce the doing of any of the acts forbidden by the Ordinance against discrimination.

Baltimore Equal Employment
Opportunity Commission
People's Court Building

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Be ready for

BIG BAD-WEATHER SALES

Order a good supply of

Alka-Seltzer®

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REMEMBER...
WINTER MONTHS ARE
PROFIT MONTHS
WITH
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SPEEDY
Alka-Seltzer
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For better than ever profits . . . *mass* display ALKA-SELTZER where your customers can SEE and BUY!

MILES LABORATORIES, INC.
Elkhart, Indiana

Partner of the
Retail Druggist for more
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Alka-Seltzer

Elsie is more than a symbol. She is a valuable asset to have around your store.

Borden's
ICE CREAM
ORleans 5-0171

first aid for throat irritations

THANTIS LOZENGES

Thantis LOZENGES

THANTIS Lozenges, the original anesthetic, antiseptic throat lozenge, is still *the leader in its field.*

THANTIS gives better relief than its many imitations because it contains Saligenin, a mild, non-irritating local anesthetic which relieves soreness.

THANTIS contains Merodicein, a highly effective, long-lasting antiseptic which combats infection.

THANTIS does not contain an antibiotic and cannot cause unpleasant side reactions in the mouth.

THANTIS has been a household word for twenty-six years and its effectiveness and safety are backed by extensive clinical and lay use over this period.

THANTIS Lozenges *displayed* at point of sale bring big returns for a *little space.*

Supplied in packages of one dozen
vials of 12 lozenges each.

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First Aid
for throat
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THANTIS LOZENGES
12 TUBES
Thantis LOZENGES
For Throat Irritations
First Aid for Throat Irritations
Thantis LOZENGES

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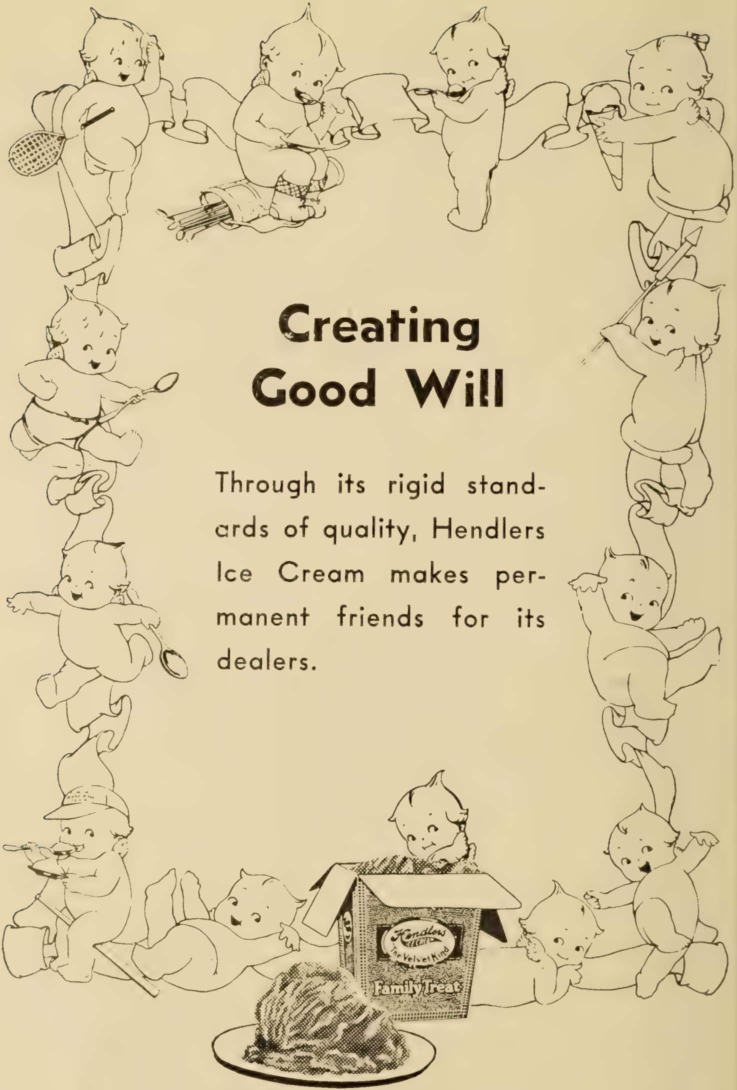
HW&D Baltimore 1, Md.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The Velvet Kind
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Creating Good Will

Through its rigid standards of quality, Hendlers Ice Cream makes permanent friends for its dealers.

First name in ice cream
for over a half-century

The Maryland Pharmacist

PRACTICAL
PROGRESSIVE
PROFESSIONAL

VOLUME XXXIII FEBRUARY, 1958 No. 5

SPRING
REGIONAL MEETING

MARYLAND PHARMACEUTICAL ASSOCIATION

THURSDAY, MAY 15, 1958

TIDEWATER INN

EASTON * MARYLAND

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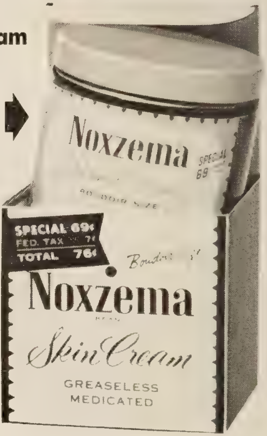
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per doz., you pay only	5.15
your customers pay	69c Plus Tax

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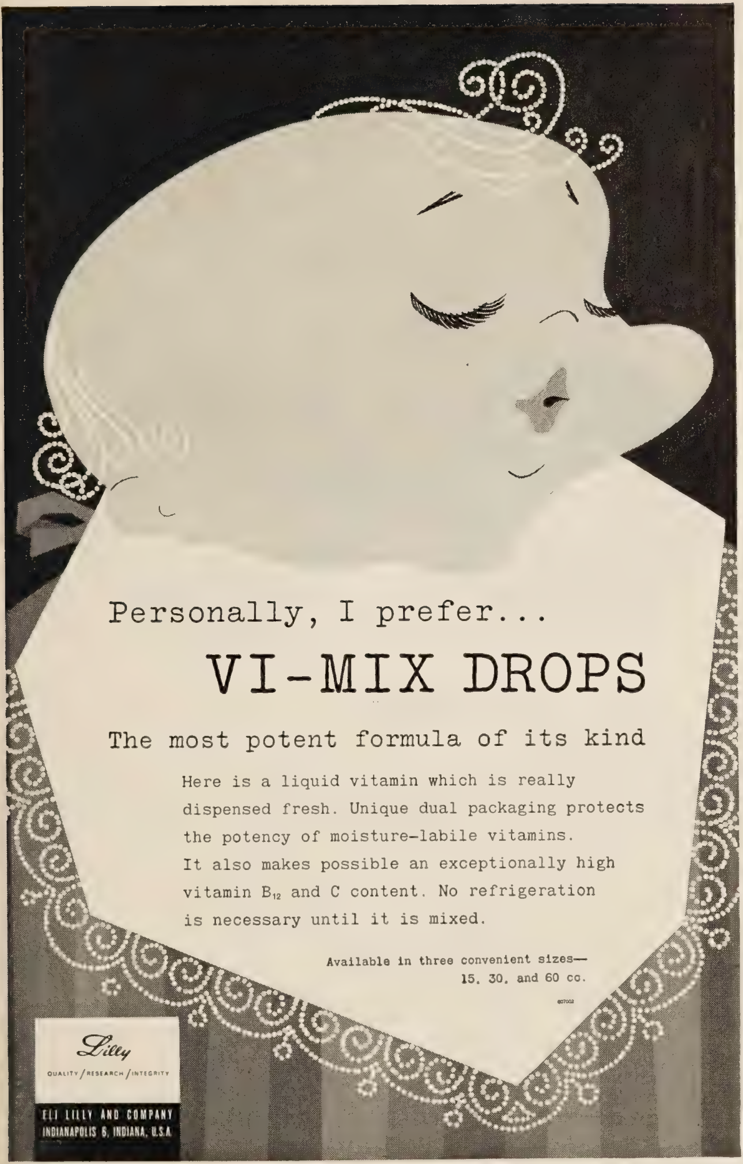
ORDER YOURS TODAY — HURRY — OFFER IS LIMITED!

Personally, I prefer...

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The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION
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VOLUME XXXIII FEBRUARY, 1958 No. 5

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... Editorial ...

HOW IMPORTANT IS FAIR TRADE?

By Simon Solomon, Chairman,
Fair Trade Committee

Very recently, General Electric and Sunbeam Companies, two outstanding proponents of Fair Trade decided that developments of the past few months made it impossible for them to continue to market their products (appliances) under fair trade. As stated by General Electric: "This does not mean we have abandoned our belief in the principles of fair trade, which we have faithfully supported, having spent about $500,000 annually in recent years to enforce fair trade."

When G.E. and Sunbeam relinquished fair trade, the cut throat competition that followed in New York and elsewhere is exactly as we predicted, with the small dealers stocking little else than small appliances, squeezed in between the giant outlets such as discount houses, and department stores, who reduced their prices on these products thus putting a speedy end to all fair trade of such items as toasters and other small appliances. The answer is that small retailers just can not compete with giant retailers with superior buying power and ability to take losses on some products but make increased profits by selling blind non-fair trade items.

Fellow pharmacists, these are real crucial moments. What happens to fair trade in our industry will depend entirely how we succeed in maintaining fair trade prices. Do not forget that legally, fair trade in Maryland is on a very sound foundation and manufacturers will cooperate in enforcing their contracts only to the extent that we do our part in HOLDING THE LINE. Do not be influenced by unfriendly newspaper editorials which have always tried to destroy fair trade.

We who were in business prior to the enactment of fair trade in this State, should make a determined effort to stimulate greater interest in fair trade especially to the many pharmacists who have come into the profession since fair trade. We should endeavor to point out to them the drastic predatory competition which gave rise to the fair trade movement. We often wonder how many retail pharmacists realize that fair trade has brought order out of chaos. Apparently many of us do not appreciate the grave consequences and the upheaval that would occur in the entire drug industry if fair trade should fail.

P.S. If you have not already written to Congressman Samuel N. Friedel, then do so at once as we must do everything we possibly can to have the Interstate Commerce Committee bring out a favorable report on the Federal Fair Trade Act introduced by Chairman Oren Harris of the House Interstate Commerce Committee.

GUIDE TO EMPLOYEE TRAINING

Guide to Employee Training was prepared by George C. Straayer, member of the National Society of Sales Training Executives and Director of Professional and Trade Relations, Schering Corporation. It was prepared after two years of study by Schering, under the auspices of the National Conference of State Pharmaceutical Association Secretaries.

The Guide is "a manual of recommended steps for the guidance of pharmacy owners and managers in improving their skill in getting others to do a job correctly, quickly and conscientiously."

This valuable booklet will be introduced and distributed at the Spring Regional Meeting at the Tidewater Inn Easton, on May 15th.

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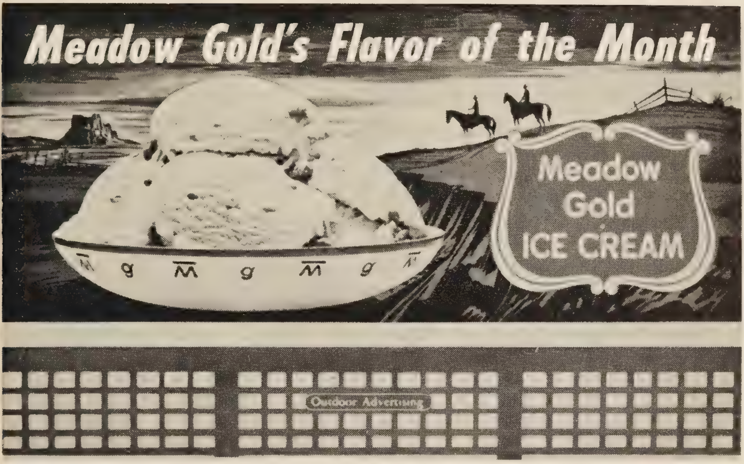
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PRESIDENT'S MESSAGE

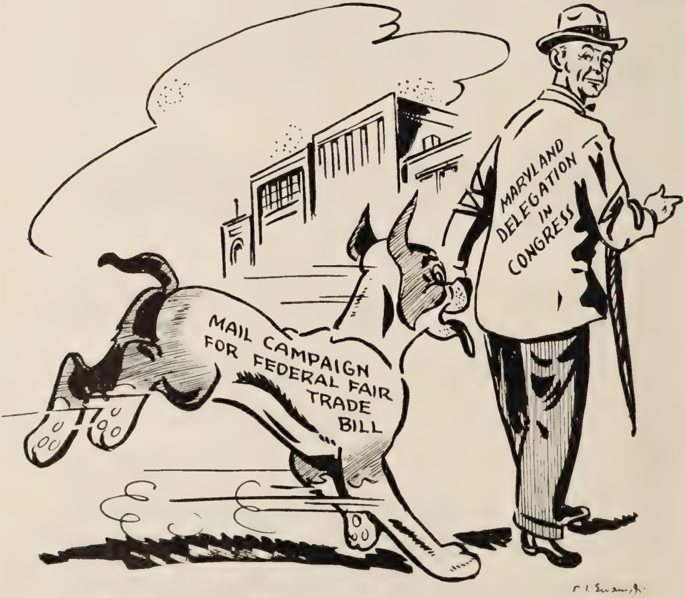
Dear Fellow Pharmacists:

We pharmacists have a monopoly, granted us by the public, and guaranteed by law. Many of us do not realize this. There are far too many of us who, through greed or ignorance of the laws under which we pursue our profession, are jeopardizing our standing on the health team.

I suggest that we refresh our minds with respect to the existing laws and regulations and study carefully the new ones as they are passed. I believe that we should insist that the pharmacists in our employ be fully informed on all regulations affecting them and see to it that these regulations are rigidly enforced.

Let us protect the privilege of monopoly. Constant effort toward the highest of professional ethics, insistance within our own realms on strict adherence to the letter of the law, will automatically attain the high standards necessary to retain this privilege. Consideration of what would happen should we lose this "Main Street monopoly" will show that no effort should be too great. Let us earn the respect we desire. Let us deserve the monopoly we now enjoy.

GEORGE M. SCHMIDT
President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MAIL CAMPAIGN FOR FEDERAL FAIR TRADE BILL

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NOMINATIONS ARE IN ORDER

ARTICLE IV: OFFICERS AND EXECUTIVE COMMITTEE. Under the Constitution of the Maryland Pharmaceutical Association: "The Officers of this Association shall consist of a President, three Vice-Presidents, an Executive Secretary, a Treasurer, and an Executive Committee composed of representatives of five districts, and Baltimore City, comprising the State of Maryland. Originally, each district shall have representation based on two members on the Executive Committee for each of the five districts and three members for Baltimore City, regardless of store population. After adoption of this Constitution, any of the five districts and Baltimore City, shall be entitled to one extra member on the Executive Committee on the basis of one member for every twenty-five dues paid members in the district or Baltimore City. Representation shall not exceed five members to the Executive Committee from any one district or Baltimore City. All officers of this Association except the Executive Secretary shall be elected annually by ballot, and shall hold office until their successors are elected and have qualified. The Executive Secretary shall be appointed by the Executive Committee, to serve and act during the term of said Executive Committee."

The districts are as follows:

District 1: Cecil, Kent, Queen Annes, Talbot, Caroline, Dorchester, Wicomico, Somerset, Worcester Counties.

District 2: Harford, Anne Arundel, Baltimore Counties.

District 3: Howard, Prince Georges, Calvert, St. Marys, Charles, Montgomery Counties.

District 4: Carroll, Frederick, Washington Counties.

District 5: Allegany, Garrett Counties.

District 6: Baltimore City (Corporate city limits only.)

ONLY ACTIVE MEMBERS MAY VOTE OR HOLD OFFICE.

The incumbent Officers and members of the Executive Committee are listed on page three of this Journal.

In marking your ballot, vote for at least three for your respective district and five for Baltimore City. (More names may be added)

All ballots must be **COMPLETED** and post-market no later than **June 1, 1958.**

BALLOT

MARYLAND PHARMACEUTICAL ASSOCIATION

(Ballot Must Be Completed And Signed To Be Valid.)

Return by June 1, 1958.

OFFICERS

PRESIDENT______________________________

FIRST VICE-PRESIDENT_________________________

SECOND VICE-PRESIDENT________________________

THIRD VICE-PRESIDENT_________________________

TREASURER______________________________

EXECUTIVE COMMITTEE

DISTRICT NUMBER________ (Put Number of **YOUR** District)

1. __________________________________

2. __________________________________

3. __________________________________

4. __________________________________

5. __________________________________

____

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I am an Active Member of the Maryland Pharmaceutical Association and hold 1958 Dues Card Number ____________.

SIGNED________________________________

ADDRESS_______________________________

. . . Fair Trade News . . .

SQUIBB ENFORCES FAIR TRADE

E. R. Squibb & Sons has just been granted permanent injunctions against fourteen concerns in New York City as a result of legal action instituted by the company on grounds of violation of fair trade prices on various Squibb products. Several of the injunctions involved Squibb products which had been repackaged out of large sizes and their subsequent sale below the unit package minimum Fair Trade price. Five of the concerns permanently enjoined from selling Squibb products below Fair Trade minimums are primarily distributors of non-drug products and operate without a registered pharmacist.

George S. Squibb, Director of Distribution for the pharmaceutical firm, stated that the injunctions "are concrete evidence of Squibb's determination to assure observance of price levels authorized by Federal and State statutes. Squibb will continue," he said, "its energetic program of enforcement of its fair trade minimum price schedules wherever applicable State laws permit."

FAIR TRADE STICKER NOTICES
February, 1958

ENDO PRODUCTS, INC.—Page 25-B

Item	F.T.M.
Endotussin Syrup Pints	2.80
Endotussin Syrup—Gallons	20.15

TAMPAX, INC.—Page 96

Tampax — Junior, Regular & Super—10's	.45
Tampax — Junior, Regular & Super—40's	1.49

RICHARD HUDNUT—Page 40-A

New Items in Dubarry Line	F.T.M.
22190 Color Glo, Beige Mink #17	1.50
25135 Elixir Natale	7.50
25035 Creme Natale	7.50
25309 Penetrating Cleanser with Enzymes	1.35

E. R. SQUIBB & SONS—Page 94

Item	F.T.M.
Squibb Aspirin— 12's	.15
Squibb Aspirin— 36's	.29
Squibb Aspirin—100's	.59
Squibb Aspirin—200's	.89

LARVEX DIV.-CHEMWAY CORP.—Page 109

Larvex Finger-Tip Spray—1 lb.	1.69
Larvex—Gallon	3.98

Q-TIP CORP.—Page 80-D

Q-Tips— 300— 54's	.39
Q-Tips— 600— 90's	.59
Q-Tips—1200—180's	.98

PERSONAL PRODUCTS CORPS.—Page 74

Meds Tampons—Package of 10—Super, Regular or Junior	.45-2 for .89
Meds Tampons—Package of 40—Super or Regular	1.56-2 for 3.09

Headquarters for

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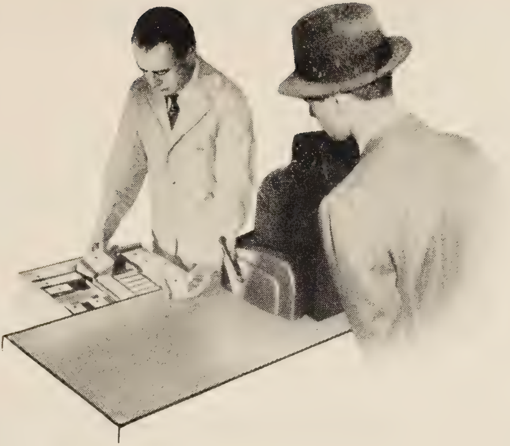

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Trojans, with their high margin of protected profit, please the progressive pharmacist.

Trojans please the consumer, too. More than 50% of all prophylactic sales in pharmacies are Trojans*, because Trojans please.

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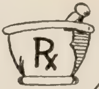

OMICRON RHO ℞ CHI CHAPTER

By **FRANK R. MILIO and ROBERT J. KOKOSKI**
Junior Instructors, School of Pharmacy University of Maryland

This month we would like to discuss the subject of "water".

Water is currently official in the U.S.P. in three forms: **Water, Water for Injection,** and **Purified Water.**

The first official form, **Water,** is that which is used for drinking, washing, etc., and must meet the United States Public Health Service regulations for potable water with respect to bacteriological purity.

The second form, **Water for Injection,** is "water purified by distillation for the preparation of products for parenteral use. When packaged it is sterile. It contains no bacteriostatic agent or other substances except when it is in a multiple dose container of not more than 30 ml. size or when it contains 0.1% hydrous citric acid and is marketed in combination with dried normal human plasma for which it is to be the solvent."

The third official form, **Purified Water,** is water obtained by distillation or de-ionization and should not be used in preparations for parenteral administration.

The question often arises; what is de-ionization or ion exchange? While the chemistry of ion exchange can be quite complex, an explanation can be made on a reasonably elementary basis.

Every chemical compound is composed of molecules, the smallest particles of matter which retain the properties of the compound. The molecules of a large number of compounds are composed of still smaller electrically charged particles known as ions. When such compounds are dissolved in water, their ions are free to move about and take part in chemical reactions. For example, the compound sodium chloride in solution consists primarily of positively charged sodium cations and negatively charged chlorine anions.

Of course, not all compounds dissolved in water are ionized in the same manner. Some, like sugar and alcohol, do not ionize at all. Others, like water itself, ionize only very slightly. Only those substances which form ions in solution are subject to an ion exchange process.

In order to de-ionize water, it is percolated through a column containing a mixture of cation exchange resin and anion exchange resin. The cation exchange resin contains mobile, replaceable hydrogen ions. The resin complex will release these hydrogen ions into solution and remove the different metallic cations from solution. The water then contains acids (hydrogen ions plus anions). The anion exchange resin in turn forms a complex with the acids removing them from solution. The resultant de-ionized water has a lower ionized chemical content than distilled water, and is suitable for prescription compounding.

It is reminded that Purified Water, U.S.P. should be labeled to indicate its method of preparation, de-ionization or distillation.

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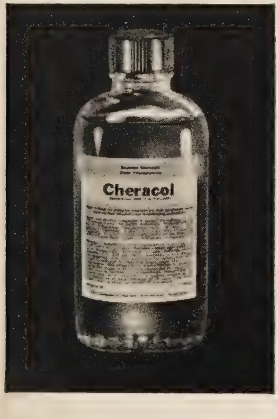

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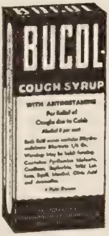
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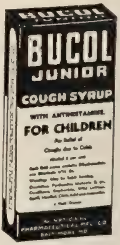
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Volume 16 **FEBRUARY, 1958** **No. 8**

Annual Oyster Roast was held February 1 at the Knights of Columbus Hall. Crowd was good. Food was good. Everyone went home feeling fine. George Brandt was absent—he was attending a Sales Meeting in New York.

Reports from Henry B. Gilpin Co.

George Wood is confined in the Church Home Hospital. Get-Well cards and calls would be appreciated. John A. Yeager spent a few days in the University Hospital during January. We wish for George and John and any others who have been under the spell of the old bug called illness—a speedy and continued recovery.

Luther Frank, buyer, appeared on T.V. Show "Duckpins & Dollars" won $25. Luther's son Jr. appeared on same show, won $17.

Don Spedden, formerly with Gillette & Rem now on The Gilpin Sales Force. Good Luck, Don.

Skip (Owens Illinois) Biles on crutches. He says he fell and broke an ankle. Good luck and a speedy recovery, Skip.

Iris "Hollywood Pharmacy" Cohen is using a cane. Reason, a touch of the gout. Manny Wagner is ill. Get well fellows.

Some of those who still admit to having birthdays are Bill Layden, Norman Levin, L. Manuel Hendler, Marvin Foxman, Milton Zentz and Sam Block. All are one big year older this month. Best Wishes, Gentlemen.

Happy Wedding Anniversaries to The Barry Levins and The Jack Barshacks.

Mr. and Mrs. Marvin "BC" Murph spent a recent vacation in Florida.

All Gavel Pounders: If you are having a problem commanding attention or authority with your gavel—then you should make a visit to the Arex Club and watch President Marc Saton in action. Boy, Oh Boy, can he pound that little mallet.

From The Personality "Confucius".

> "Look at the means which a man employs;
> consider his motives, observe his pleasures.
> A man simply cannot conceal himself!"

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-: NEWS ITEMS :-

1957 NATIONAL PHARMACY DISPLAY CONTEST WINNERS

One of the highlights of the annual observance of National Pharmacy Week is the display contest which is divided into four areas of competition. These are: retail pharmacy, public exhibits, pharmacy colleges, hospitals and clinics.

The A.Ph.A. Committee on Public Relations which sponsors National Pharmacy Week met in Washington, D. C early in January to judge a record number of photographs entered in the 1957 display contest, and the winners they selected will receive appropriate awards at the First General Session of the A.Ph.A. Convention in Los Angeles, California the week of April 20, 1958.

Members of the Committee on Public Relations include J. Warren Lansdowne, Chairman, of Indianapolis; George A. Bender of Detroit; John A. Lynch of Philadelphia; George F. Archambault and Robert P. Fischelis of Washington, D. C.

The Committee selections for the 1957 National Pharmacy Week Display Contest awards are as follows:

Retail Pharmacy Awards

The First Prize of $200 and a plaque is awarded to Stanley Bishop, California Avenue Pharmacy, 392 California Ave., Palo Alto, California.

The Second Prize of $100 and a plaque is awarded to John Stadnik, Miami Springs Pharmacy, P. O. Box 615, Miami Springs, Florida.

The Third Prize of $50 and a plaque is awarded to Henry H. Gregg, Gregg's Pharmacy, 4954 France Ave., So., Minneapolis, 10, Minnesota.

The following were awarded certificates of merit for displays in the retail pharmacy competition:

Morris G. Goldstein, Service Pharmacy, 826 - 17th St., N.W., Washington, D. C.; Russell H. Miesse, Miesse Pharmacy, 1686 E. Main St., Columbus, Ohio; James E. Sinclair, O'Dell Drugs, 10 S. Main St., Clarkston, Michigan.

Pharmacy College Awards

The First Prize, consisting of a plaque is awarded the Temple University School of Pharmacy, Philadelphia, Pa.

The Second Prize, consisting of a certificate of merit, is awarded to the A.Ph.A. Student Branch at the New England College of Pharmacy, Boston, Mass.

The Third Prize, consisting of a certificate of merit, is awarded to the A.Ph.A. Student Branch at the Massachusetts College of Pharmacy, Boston, Mass.

Public Exhibit Awards

The First Prize, consisting of a plaque, is awarded to the Fresno-Madera County Branch of the A.Ph.A, Fresno, California.

The Second Prize, consisting of a certificate of merit, is awarded to the School of Pharmacy at Oregon State College, Corvallis, Oregon.

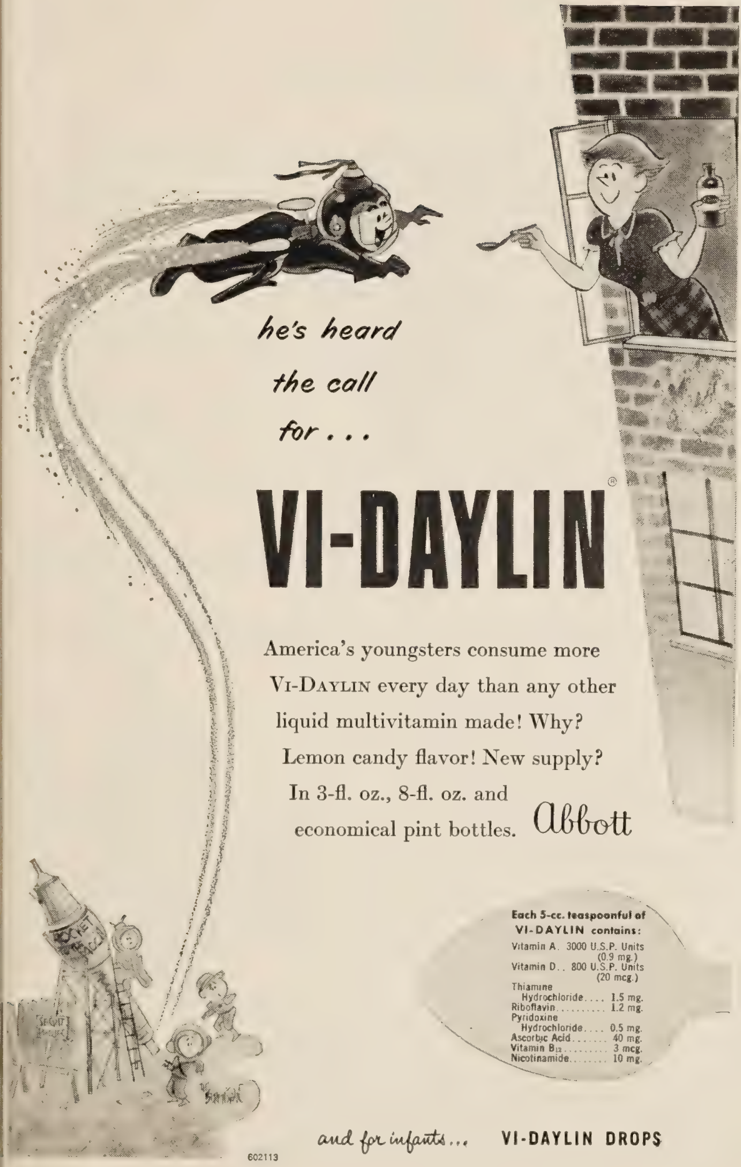
The Third Prize, consisting of a certificate of merit, is awarded to the Gamma Upsilon Chapter of Kappa Psi Fraternity at the University of Arizona, Tucson, Arizona.

Hospitals and Clinics Awards

The First Prize, consisting of a plaque, is awarded to Robert Simons, The Memorial Hospital, Wilmington, Delaware, for his display in this hospital.

The Second Prize, consisting of a certificate of merit, is awarded to Sister Mary Oswalda, St. Joseph's Children's and Maternity Hospital, Scranton, Pennsylvania, for her display in this hospital.

The Third Prize, consisting of a certificate of merit is awarded to J. Svihra, Jr., Perth Amboy General Hospital, Perth Amboy, New Jersey, for his display in this hospital.



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Each 5-cc. teaspoonful of VI-DAYLIN contains:

Vitamin A	3000 U.S.P. Units (0.9 mg.)
Vitamin D	800 U.S.P. Units (20 mcg.)
Thiamine Hydrochloride	1.5 mg.
Riboflavin	1.2 mg.
Pyridoxine Hydrochloride	0.5 mg.
Ascorbic Acid	40 mg.
Vitamin B_{12}	3 mcg.
Nicotinamide	10 mg.

and for infants... **VI-DAYLIN DROPS**

602113

PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacists:

In line with my policy to keep the members of the Baltimore Metropolitan Pharmaceutical Association well informed, as well as providing opportunities for relaxation and enjoyment, the Arrangements and Attendance Committee under the Chairmanship of Jerome J. Stiffman, has arranged a trip to Lederle Laboratories, at Pearl River, New York.

The tour of Lederle Laboratories will afford you, as a pharmacist, an unusual opportunity to observe first hand the operation of one of the leading pharmaceutical manufacturers in the world. Not only will you see how the miracle drugs of today are created and prepared, but you will obtain knowledge that will be of invaluable benefit in discussing these drugs with both physician and customer. The modern practice of Pharmacy requires such knowledge.

Unfortunately, Lederle can only accommodate 75 people on a tour of their plant at one time. Therefore, we must confine the trip to members of the Association and their wives on a first come - first serve basis. If enough interest develops in the tour to warrant another trip, arrangements will be made for another visit at a future date.

If you would like to make the trip, please contact Chairman Stiffman at once. He will give you the complete details. You may reach him at the Edison Pharmacy, Dickens 2-9800.

If you have a problem, or wish to discuss any Association matter, please feel free to call me. Remember, I am always at the service of Pharmacy and its practitioners—the pharmacists.

Sincerely,

ALEXANDER J. OGRINZ, JR.
President

THE AMERICAN ASSOCIATION OF COLLEGES OF PHARMACY REPORT

A total of 4,632 new students were admitted during the first semester of the 1957-58 college year to schools of pharmacy according to the American Association of Colleges of Pharmacy. The A.A.C.P. reported a grand total of 17,247 students, known to be in either pre-pharmacy courses or in colleges of pharmacy, in the continental United States, the University of the Philippines and the University of Puerto Rico. Of this grand total, 16,784 students were enrolled in the continental United States. There are 3,916 students listed as seniors in colleges of pharmacy in this country alone—an increase of 143 senior students over the number reported last year.

The University of Maryland, School of Pharmacy reported an enrollment for the first semester of 1957 - 58 academic year of 63 freshman, 67 sophomores, 50 juniors, and 51 seniors, for a total of 231 students. For 1956-57 the figures were 62 freshmen, 59 sophomores, 64 juniors and 55 seniors, for a total of 240 students.

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Protecting your customers' health is your duty. Sweetheart Sanitary Wrapped Drinking Straws afford this necessary protection and your customers will show their appreciation through increased patronization. No extra charge for your "Personalized" advertising imprinted on wrappers.

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These wonderful, *self-selling* merchandising aids are just *part* of the Squibb Centennial Sellabration to build *drugstore* volume and profits! The Centennial Sellabration is Squibb's all-out campaign that has *everything*—special display materials, extra-profit deals, nationwide advertising

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wagon! Step up your vo
and profits with *Squibb*
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FROM THE DISCOMFORT OF MINOR SORE THROAT
Spectrocin T
$1.00
Soothing action plus antibiotics
Spectrocin-T
PULL OUT HERE

Mr. Specs-T is a good man to have on your staff—he costs nothing, sells like a demon. And every pack sold means *stepped-up unit profit!* You sell *up* with Spectrocin-T, the new anesthetic lozenge with two effective antibiotics and a *delicious* fruit flavor.

Mint-o-Mag is not just another mint-flavored milk of magnesia. It's *deliciously* different—creamy-smooth, homogenized, peppermint-tasty without a trace of chalkiness.

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HEAVY AMMUNITION for your Fight Back campaign! Offer a *full month's* supply of Vigran *free* with every bottle of 100 and make a *40% invoice profit* PLUS *1 free with 11.*

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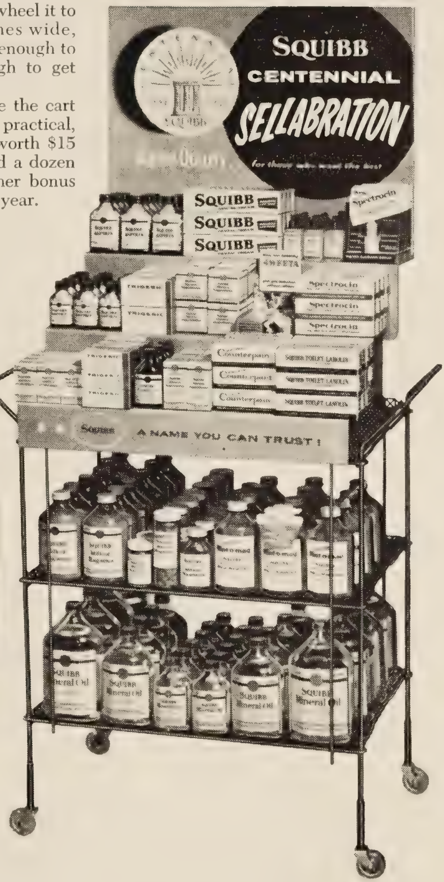
You make at least $5.25
on every unit sale! And
customers get a lo
authentic apothecary ja
full of Theragran or T
gran-M *at the best price*

ROFIT PARTY!

This eye-catching hostess cart is a sure bet to help move your Squibb line *in real volume!* It's a profit-builder in any part of your store; just wheel it to any traffic center. 24 inches wide, 15½ inches deep, it's small enough to be convenient, large enough to get attention.

After your profit party, take the cart home. It's a good-looking, practical, durable piece of furniture worth $15 at retail. Your wife will find a dozen different uses for it – it's her bonus from the Squibb Centennial year.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nor skin irritations.
this unusual display cradle
build profits, and we do
in *profits.*

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ONE MILLION PRESCRIPTIONS

To commemorate the filling of one million prescriptions by the Burriss and Kemp Pharmacy of Baltimore, Md., William L. Garrity (left), Philadelphia regional sales manager for E. R. Squibb & Sons, presents a specially engraved plaque to the pharmacy principals. Accepting the plaque are Alexander J. Ogrinz, Jr. (center) and Gordon A. Mouat, proprietors of the Burriss and Kemp Pharmacy.

Thomas H. Caldwell, Armstrong Pharmacy, Baltimore, also received a plaque from Ellsworth Sinners, sales representative and Mark D. Carls, Baltimore Division manager for Squibb.

Squibb instituted the prescription award to point up to the contributions of pharmacists to the health of the nation.

RESOLUTION ADOPTED BY THE BALTIMORE CITY MEDICAL SOCIETY

January 3, 1958

A RESOLUTION

Whereas, The Baltimore City Medical Care Program has been in successful operation for a number of years, and of benefit to persons in the city receiving public assistance, and

Whereas, the costs in this State-financed program are increasing, particularly in regards to the drugs prescribed by the physicians and medical care clinics, and

Whereas, serious efforts have been made to curb the increasing drug costs, including the preparation of a reasonable drug formulary for this special program, therefore be it

Resolved, That the Baltimore City Medical Society request the Baltimore City Health Department to continue its efforts to keep the costs of this tax-supported Medical Care Program at as low a figure as is compatible with efficient medical care, and further be it

Resolved, That the Baltimore City Medical Society approve the use of the special Formulary designed for this program, with exceptional other uses when approved by the City Medical Care Section.

PHARMACY SCHOLARSHIPS

J. Mahlon Buck, President, Smith Kline & French Incorporated, Wholesale Druggists of Philadelphia, Trenton, N. J., and Wilmington, Del., announces the establishment of seven personal scholarships per year in three major Colleges of Pharmacy.

Recognizing that the present shortage of Pharmacists may become even more acute in the years immediately ahead, the J. Mahlon Buck Scholarships will be awarded each year, beginning with the fall term of 1958, as follows:

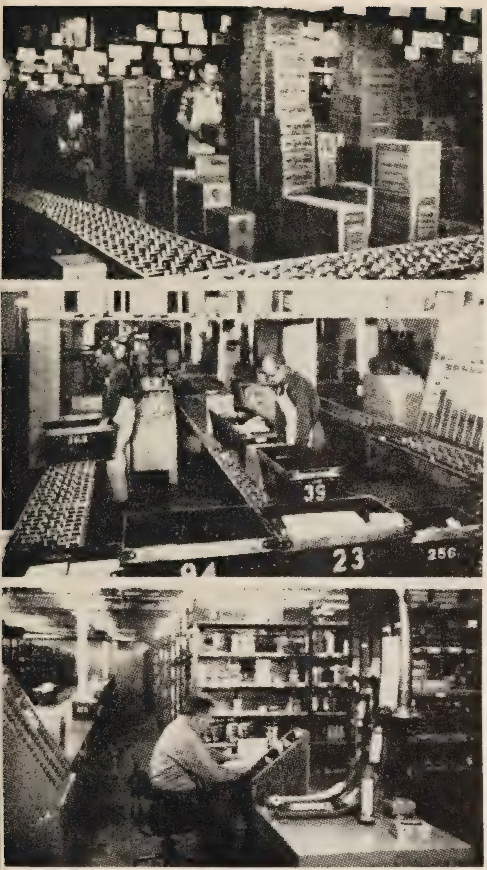
Philadelphia College of Pharmacy & Science
Two seniors each year, full tuition

School of Pharmacy, Temple University
Two seniors each year, full tuition

College of Pharmacy, Rutgers University
Two seniors each year, full tuition

Women's Organization of the National Association of Retail Druggists, Chapter 12, Wilmington, Del.
One student each year, full tuition. Winner, resident of the State of Delaware, may choose any of the above named colleges.

Winners will be selected by the Scholarship Committee of the College, University, or Organization on the basis



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If you are one of Loewy Drug Company's regular customers you know your order is being filled swiftly, accurately and completely with the very best pharmaceuticals, drug sundries, patents, cosmetics and gift items. You know that our convenient, modern warehouse in Baltimore gives daily service to every point in our area and that your well trained, courteous Loewy merchandiser will keep you posted on new drugs almost as they appear.

If you aren't yet a Loewy customer why not see a Loewy merchandiser today and let him show you—as we have so many, many other pharmacists—what our top flight service can do for you.

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2. Drug Digest
3. Drug Products Information Service and Care File
4. Pharmacists Surgical Supply
5. Store Fixtures and Planning

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of financial need, scholastic achievement and leadership as demonstrated in extra-curricular interests and activities.

To be eligible, students must be residents of areas of Pennsylvania, New Jersey, Maryland or Delaware.

HERB ARNOLD OF GALLER DRUG CO., CHICAGO, AWARDED LEADERSHIP PLAQUE

A citation for "outstanding contributions of leadership, guidance and inspiration to the wholesale drug trade" was presented to Herbert R. Arnold, sales manager for Galler Drug Co., Chicago, by David I. Estrin, president of District Wholesale Drug Corp., Washington, D. C., on behalf of a large national group of independent wholesale drug houses.

The presentation took place Sunday afternoon, February 9, 1958, at a meeting of independent, non-competitive drug wholesalers at Hollywood Beach, Florida. The group met for a four-day session to discuss trends in wholesaler operations, merchandising and service to drug retailers. The meeting was sponsored by Publishers Digest, Inc., Chicago, publishers of BUY BOOK—a buying guide for retail druggists.

In presenting the plaque, Mr. Estrin said: "It is a sincere privilege to present this award to you, Herb, for your pioneering spirit in wholesale sales and merchandising operations and for your infectious philosophy of service. Your visions of better service to retailers resulted in BUY BOOK which, through your leadership, is now serving over 17,000 retailers through 35 drug wholesalers. Among your many other contributions is the most recent innovation in improved self-service merchandising at the retail level which is now being tested in 2,000 retail stores throughout the country. In recognition of this leadership, your many friends in the drug industry present this plaque to you."

ASSISTANT TO THE SECRETARY

NATHAN I. GRUZ

The Executive Committee of the Maryland Pharmaceutical Association approved the appointment of Nathan I. Gruz as assistant to Secretary Joseph Cohen. The appointment took effect February 3rd.

Mr. Gruz graduated from the University of Maryland School of Pharmacy in 1939 with a degree of B.S. in Pharmacy. He attended Johns Hopkins University 1939-41 while in charge of the pharmacy at the Marine Hospital in Baltimore.

He entered the U. S. Army as a private in 1941 and was in charge of the pharmacy at the Station Hospital Edgewood Arsenal, Maryland. He graduated from the Medical Administrative Corps Officer Candidate School in 1942 and served as a Medical Supply Officer, Plans and Training Officer, and as Administrative Officer to the Surgeon of Special Troops in Manila, Philippines. Upon discharge he was appointed a Medical Supply Officer with UNRRA and served in the Philippines and

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China. At present, Mr. Gruz is a Captain in the Medical Service Corps, U. S. Army Reserve.

Mr. Gruz has a background of diversified experience. Besides his military experience, he has served in hospital and retail pharmacy. He has been active in professional and civic organizations. He has written articles on pharmacy and other subjects, several of which have been published.

Mr. Gruz is married and has two children. He makes his home in Baltimore.

With his addition to the staff, the Association hopes to render additional services to the membership and to expand its projects.

PHARMACY SCHOLARSHIP INCLUDED IN WILL

The will of Mrs. Francina (Freese) Lichtenstein, a former resident of Cumberland, who died January 22 in a Baltimore hospital, was admitted to probate in Orphans Court.

According to the Cumberland News of February 8, it provides for a $10,000 scholarship to the University of Maryland School of Pharmacy as a memorial to her late husband, A. M. Lichtenstein. The scholarship will be given annually to a resident of Allegany County. The person selected will be nominated by the superintendent of Allegany County Schools and the Allegany County Pharmaceutical Society.

INTERESTING FIGURES

The Sales Record Set By The Nation's Retailers Last Year—was marked by one significant fact, "DRUG AND PROPRIETARY STORES LED THE PARADE". Whereas the total volume of all retail stores gained 5.3% over the previous high record of $189.7 billion, making 1957 the first year in history that retail volume has reached the 200 billion mark, drug and proprietary stores showed a 9.7% gain over 1956. All major retail classifications recorded sales increases last year with two exceptions: 1) lumber, building, hardware and farm equipment—where business remained at the approximate 1956 level, and 2) furniture and appliances—where volume was down 0.6%. The 9.7% gain by drug and proprietary stores was closely followed by a gain of 9.6% by gasoline stations. The smallest increase of any major retail trade—1.8%—was recorded by the general merchandise group, which includes department stores, mail order houses, variety stores and dry goods and general merchandise retailers. The following tabulation, developed from data published by the U. S. Dept. of Commerce, compares the nation-wide sales of nine major retail groups for 1957-1956 (in millions of dollars):

	1957	1956	% chge.
Food group	$47,675	$44,227	+ 7.1
Eating, drinking places	14,763	14,318	+ 3.1
General merchandise group	21,132	20,760	+ 1.8
Apparel	12,204	11,611	+ 5.1
Furniture, appliances	10,599	10,666	— 0.6
Lumber, building, hardware	13,772	13,769	+ 0.0
Automotive group	38,556	36,121	+ 6.7
Gasoline service stations	15,064	13,738	+ 9.6
Drugs, proprietary	6,337	5,775	+ 9.7
Total	$199,812	$189,732	+ 5.3

"Sure I'm loaded. Gotta hot salesman!

Works hard all day — no salary, no commission."

Member of the family?

"No-no. Sealtest Ice Cream. So good it sells itself, you know. Fountain sales are 25 per cent of my store's total volume. Folks really go for Sealtest quality."

"Sealtest quality"?

"Sure. Low over-run. High butterfat. Pure, *natural* flavorings. No artificial flavors in any Southern Dairies Sealtest ice cream."

Who's Southern Dairies?

"A division of National Dairy Products Corporation. Local plants all over the Southeast."

And what about—

"Look, friend, I'm busy counting profits. Call up your Southern Dairies plant and put a Sealtest *salesman* on the griddle. One thousand, four hundred and seventeen; one thousand, four . . ."

. . . sells your store!

Sealtest
TRADE MARK
ICE CREAM

NEW PUBLICATION ORIENTS DOCTORS ON CHANGING NATIONAL HEALTH PATTERNS

Timely statistical 'profiles' on major health problems, ranging from allergic ailments to cardiovascular disease, form the theme of a new monthly publication, "Patterns of Disease."

Prepared by Parke, Davis & Company, the publication is being offered as a service to the medical profession.

Major aims of "Patterns," according to company spokesmen, are to provide information which physicians can use to anticipate health problems in their areas; to determine which diseases they will encounter most often among various age groups and in various localities; and to choose fields of specialty most useful to their own communities. For instance, midwestern physicians, reading in the first issue of "Patterns" of the high concentration of older people in their area, may decide to place more emphasis on geriatrics.

"Changing national patterns of health can mean changing habits of practice," says Graydon L. Walker, vice president and director of sales and promotion.

"Patterns" will familiarize physicians with these changes by presenting in "pictograph form statistics on all aspects of commonly encountered medical problems," according to Mr. Walker.

The publication also incorporates Parke-Davis' "Pediatric Patterns," the only monthly source of information on the incidence of five common communicable childhood diseases broken down by states and cities.

Future issues of the publication, say Parke-Davis spokesmen, will deal with such topics as cardiovascular disease, arthritis, allergic diseases, diabetes, and mental health.

The first issue, now being mailed to 140,000 physicians throughout the country, is devoted to the growing problem of America's aged population. It deals with such questions as: "Where do our older people live?" "What does our longer life span mean?" "What type of care will the aged require?" "How much will it cost?"

Maximum concentrations of older people, "Patterns" reveals, are in such far-flung areas as the New England states, the Great Plains states, and in Florida, rather than the Gulf states and on the West Coast, as is widely believed.

The publication also stresses the growing number of aged people in our population, especially women. Since 1900, it states, the population of the United States has almost doubled but the number of persons aged 65 and older has more than quadrupled. In 1975 it is estimated that 10 in every 100 Americans will be in the older age group, and six of these will be women.

Our life span, says "Patterns," has increased from less than 50 years in 1900 to slightly over 70 now.

This rapid increase in life expectancy, however, is coupled with a rise in the death rates for the chronic diseases, with heart disease exacting a heavier toll than all other diseases combined, according to the publication. Heart disease, too, ranks as the commonest chronic disease, afflicting well over half of the older age group. Other major health problems in this group include arthritis and obesity.

Who takes care of the aged? Nursing homes rank highest in this respect, with 90 per cent of their population in the 65-and-over age group, "Patterns" reports. Next, are institutions for chronic diseases in which 65 per cent of the beds are occupied by the older age group. The figure is 53.3 per cent for convalescent and rest homes, 21.6 per cent for nervous and mental hospitals, 18.2 per cent for general hospitals.

Care for the aged imposes a heavy financial drain, the publication discloses. Although they comprise only nine per cent of the population, they incur 13 per cent of the costs for all private, personal health services.

The average aged person spends about $122 per year for medical care as against $78 for the general population.

On what lies ahead for the aged, "Patterns" predicts that more demands will be made on specialists in the future. "Severely disabled older persons need medical checkups on the average of once every two months," according to the publication.

It stresses, however, that with "adequate care, improvement of health or halting the progression of chronic disease can be expected in 41 per cent of those 65 years and over."

GOOD HOUSEKEEPING CONSUMER PANEL REPORT ON VITAMINS

A VITAMIN SURVEY has just been completed by Good Housekeeping Magazine. It was taken from a proportional sample of its readers and reveals that 81% take vitamins in some form.

In well over half the families questioned, vitamins are dispensed to both parents as well as to the children; and 62% take them regularly **all year round** and feel that they are a necessary supplement to the modern diet.

Most (87%) buy vitamins that are prescribed or recommended by their doctors. Except for a small percentage, which are specific doctor-prescribed formulas, these are brands that can be sold over the counter in drug stores.

This survey is available from Good Housekeeping upon request. It has almost 20 pages of comments from surveyed individuals. On the whole these show confidence in vitamin-taking as a preventative against fatigue, colds and general malaise. Among the comments are many plaintive requests for more and better information on the subject.

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Recognized from coast to coast for their exceptional quality, delicious flavor and tempting variety, Schrafft's Chocolates enjoy an ever-increasing demand from the candy-loving public.

They are backed by a continuing program of full-color advertisements in the Saturday Evening Post, plus outstanding point-of-sale display material.

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The Gilpin man who calls on you has been selected for his trustworthiness as well as his ability. Ask his advice about your merchandise . . . he'll help you stock items that will sell quickly, please your customers and bring worthwhile profits.

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Full Line Full Service Wholesale Drug House • *Established 1845*
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PRESCRIPTION PRICE INFORMATION

Once a scourge of children and a terror to parents, the disease mastoiditis has all but been conquered in the era of miracle drugs, the Health News Institute reported today.

Citing figures obtained from the New York City Department of Hospitals, the HNI said that 5,400 cases of mastoiditis were reported in New York in 1933. In contrast, only 50 cases were recorded in 1956. The disease is so rare today, in fact, that many young doctors are unfamiliar with it.

The difference went even further. In 1939, before antibiotics were developed by the pharmaceutical industry, the overall cost of a case of mastoiditis amounted to about $1,000, including necessary surgery. Today, about $15 worth of antibiotics will clear up most cases without surgery.

The Health News Institute, which provides information on pharmaceutical developments, also made available official figures showing that prescription drugs had resisted the upward trend of prices in the greatest inflationary period of our history.

The Consumer Price Index figures of the U.S. Department of Labor show that while the overall cost of living rose 98 per cent between 1935 and 1956, the costs of prescriptions and drugs rose only 37 per cent, the HNI said.

The trend of the index is the more remarkable, the HNI pointed out, in view of the fact that new drug research over the past 20 years has resulted in the obsolescence of most older drugs and their replacement by new and more effective medicines at an unprecedented rate. It is estimated that some 90 per cent of the prescriptions written today are for drugs that were not in existence 20 years ago.

The price trend in antibiotics has been a significant factor contributing to the overall price-holding performance cited by the HNI. Penicillin, which originally cost $20 for 100,000 units in the early 1940's, now sells for some 20 cents for the same dosage in tablet form. The first broad spectrum antibiotic, introduced in 1949, dropped 65 per cent in price during the period through 1956. During these six years the wholesale price of commodities in general rose 14 per cent.

The average price for a prescription in 1956 ranged from $2.49, as tabulated by **Drug Topics**, to $2.79, as determined by **American Druggist**, two major trade publications in the retail pharmacy field. Seven out of ten prescriptions filled in 1956 cost the consumer less than $3.00. Only one prescription in every 200 filled was sold for more than $10.00.

Further figures from the Bureau of Labor Statistics in the U.S. Department of Labor reveal a percentage drop in expenditures for drugs and sundries. While disposable personal income rose 308 per cent from 1939 to 1956, personal consumption expenditures for drug preparations and sundries, which took 0.87 per cent in 1939, dropped to 0.66 per cent of disposable personal income in 1956. Percentagewise we are spending less for better therapy for disease, the HNI said.

MARYLAND HOSPITAL PHARMACISTS

The February meeting of the Association was held at the Franklin Square Hospital on February 19. Committees were selected and plans formulated for the conduct of meetings for the year. Walter F. Flayhart is the current president of the Association.

NORWICH "CHECK-UP" CART PROMOTED

Druggists throughout the country are now being offered a special Norwich line promotion which includes a unique snack cart unit with display card for merchandising the complete Norwich line of advertised products. The entire promotion is backed by special Life Magazine advertising in addition to vast television, radio, magazine and Sunday supplement campaigns scheduled for 1958. The snack cart becomes the druggist's property after the display period ends.

Sayings Heard Here and There

We live happy through good will.

The Pharmacist who serves—lives.

To have repeat customers—be friendly.

Failure never enters a well managed store.

Dissatisfied customers are poor advertisements.

The modern store interprets the age we live in.

Serving others is a pleasure if you know how to do it.

Efficiency is another way of planning for extra profits.

A store that is untidy reflects the ambition of the owner.

Don't worry when business is bad—just plan to make it better.

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(FWDA) First With Druggists Always.

A TRIP TO LEDERLE

The Baltimore Metropolitan Pharmaceutical Association has arranged a visit to Lederle Laboratories, Pearl River, New York, as the guests of Lederle. All members of the Association and their wives are eligible to make the trip, however, facilities limits the attendance to seventy-five people. Reservations will be made on a first come first served basis and if the number exceeds 75, another trip at a future date will be arranged.

The group will leave Baltimore on Sunday, May 18 and be the guests of Lederle Laboratories Sunday, Monday and Tuesday, May 18th, 19th and 20th. Lederle will provide transportation from New York City to their plant on Sunday and transportation back to New York on Tuesday morning. Food and lodging will be provided by Lederle at Sufern, New York, not far from Pearl River.

Transportation from Baltimore to New York and return to Baltimore is at the visitors expense. Also, for those who plan to visit New York City, Sufern is about 50 miles from New York and transportation will not be provided by Lederle.

Reservations should be made by May 1st. Call Chairman Jerome Stiffman, Edison Pharmacy, Dickens 2-9800 or President Alexander J. Ogrinz, Jr., Burriss and Kemp, Belmont 5-3332.

ADDED SERVICE

A splendid retail public relations idea that works for an office machine dealer will also work for many other retailers, suggests Victor Adding Machine Co.'s Retailers' Service.

Free parking meter pennies offered to prospects and customers by PBSW Supply and Equipment Co., highly successful Victor adding machine, calculator and cash register dealership in Phoenix, Arizona, have reportedly earned more direct good will and appreciation than any other PR or promotion idea used by the store.

When the retailer discovered that about two out of every five customers who parked in front of the store did not have pennies for the parking meters, he came to the rescue by providing a bowl filled with pennies and placing it conveniently on a desk in the store.

A hand-lettered sign behind the bowl urges, "Help yourself to parking meter pennies," and two arrows, in bright red, direct attention to the "treasure".

About 50c a day is placed in the bowl in this busy office supply store. As many as 30 pennies a day are taken out by grateful customers. Some of them, however, prefer simply to make change.

"Everybody seems to appreciate the convenience of this service, and we are earning a lot of good will with some thoughtfulness and at very low cost," the dealer reports.

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LOOKING TO THE FUTURE

By 1975, the average income of American families, after payment of all taxes, should be at least $7,100, as compared with a present average disposable income of $5,300 per family, the Committee for Economic Development predicted.

"Achievement of this high average income is not an imagined utopia, it is a practical goal for practical men," CED's Research and Policy Committee declared in releasing the results of a study by a subcommittee of businessmen and economists headed by Harry Scherman, chairman of the board of the Book-of-the-Month Club, Inc., of New York.

Entitled "Economic Growth in the United States—Its Past and Future," the statement called for "unending vigilance" by both individuals and government to assure that the most is made of the nation's growth-producing potentials. It stressed improvement of public education, continuous investment in enterprise, increased private savings, mobility of both labor and capital, efficient management of business and of government, and rising foreign trade as among the essentials for growth.

"Only if we manage our economic affairs with intelligence can we expect such a 'good life' on the material side, shared among the entire population," the statement asserted. Our growth will depend mainly, it stressed, "on millions of daily private decisions."

"The initiative and wisdom shown in the conduct of every business enterprise, large or small, and in the actions of every individual in pursuit of his welfare, will add up to the grand result and be the principal determinant of the outcome," the report declared.

In the private sector of the economy "everything reasonable must be attempted to raise the level of business management; to foster continuous investment in enterprise and sufficient savings on the part of individuals to support it; to improve the education and widen the skills of the whole population; to enhance the mobility of labor and capital."

Pointing out that future economic growth also will be affected "to a very large extent by the policies and activities of government," the Committee declared "we must be more concerned than ever about two controlling matters: first, the need of attracting competent individuals into government service; and second, to broaden and clarify public understanding of governmental matters."

CED is composed of 150 business executives and scholars who conduct research and develop recommendations for promoting national economic development. Its Research and Policy Committee is headed by Frazar B. Wilde, president of the Connecticut General Life Insurance Company, Hartford, Conn.

Continued growth is the more important today, the statement said, because of competition by the Communist bloc.

"The free world's ability to provide for defense against the threat of communist aggression will be greatly affected by the continued rate of our economic expansion," the statement asserted.

The statement warned that the economic growth of a country does not proceed at a uniform rate and that the high average growth during the postwar period in this country "should not be taken as a trend." During 1956 and 1957 advances were relatively small following large economic gains in 1955. Periodically economic growth has been interrupted by business recessions.

Nevertheless, the report continued, "the high average growth rate of the past nine years" does "reinforce the view that there is nothing in the recent past to suggest any drop in the long-term rate below the past experience of 3% a year in gross national product and 2% in output-per-man-hour," the two most reliable measures of growth.

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1958

M.P.A. CONVENTION

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June 29, 30, July 1, 2, 1958

Don't Miss This One!

If we maintain this rate, by 1975 the gross national product will exceed $725 billion. The resulting increase in disposable family income would exceed the amount the average family now spends on food and clothing alone.

In discussing means for assuring continued growth, the statement deplored the inadequacy of our present educational facilities, declaring they "are not what they should be to meet the great needs of the future."

The report not only urged that we pay more attention to the natural sciences and mathematics in both our lower and higher schools, but referred also to the recognition by top business executives of the importance of liberal arts educations.

School enrollments are increasing at such a skyrocketing pace, the statement asserted, that financing and staffing education has assumed "a top position among our national problems."

In advocating expanding foreign trade as an important growth factor, the CED group said "we must advance together with all the rest of the world." To achieve this means "enlarged foreign investment on our part, and participation in reducing everywhere obstructions to the movement of men, money, and goods."

Great gains would come for everyone, the report stated, "from a more intensified international specialization of labor, and wider use of world resources."

As for mobility, the statement asserted that free and easy movement of men and capital is essential for the maintenance of growth. It warned that in an advancing society such as ours "something comparable to hardening of the

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arteries in an individual can occur." This would be manifest, it said, in resistance to change on the part of strategic groups within the society.

The policy statement, accompanied by 18 pictorial charts depicting the history of economic growth, covered a wide ground. Among the topics discussed is the increasing role that women play in economic growth. It showed that in 1956 nearly one-third of the civilian labor force consisted of women—22 million out of 68 million; and it estimates that by 1975 the number will rise to 33 million—a figure equal to the total labor force of 1905.

In citing facts and figures to demonstrate that the "very nature of our society promotes continued growth," the statement discussed the part which our democratic form of government and the profit-and-loss system play; traced the rise of the machine; examined the role of agriculture, the distribution system, and advertising; and the function of money and credit.

THE BEST INSURANCE AGAINST CANCER

Safeguards against the hazards of modern living include health and life insurance, social security, annuities, and other forms of protection. But the picture is incomplete unless we protect ourselves against the hazard of cancer, a disease that kills one man, woman or child every two minutes in the United States.

Cancer insurance can be underwritten by no agent but yourself and your doctor. It involves a two-fold course of action urged by the American Cancer Society; first, visit your family doctor for a health checkup once a year, second, know cancer's seven danger signals.

Checkups For All The Family

The annual health checkup should be a family project because cancer may strike the young and old, as well as men and women in their prime.

Between examinations everyone should be alert for the appearance of any one of cancer's danger signals:— 1. Unusual bleeding or discharge. 2. A lump or thickening in the breast or elsewhere. 3. A sore that does not heal. 4. Change in bowel or bladder habits. 5. Hoarseness or cough. 6. Indigestion or difficulty in swallowing. 7. Change in a wart or mole. None of these signals necessarily means cancer. If a signal lasts longer than two weeks, go to your doctor to find out if it means cancer. Only he can determine its true nature and suggest proper treatment.

The approved methods of treating cancer are surgery and radiation. Better anesthetics, new anti-biotics and new chemicals to control surgical shock make possible bolder and safer cancer operations.

Although no chemicals have yet been found to cure cancer, a number of them have been used effectively in the treatment of disseminated cancers and in alleviating pain. One of every three cancer sufferers is now being saved. A few years ago only one in four was saved.

Needless Cancer Casualties

But this is no time to sit back complacently and leave the problem of cancer solely in the hands of the researchers.

Despite the advances in our knowledge about cancer, and the improved techniques for diagnosis and treatment, 75,000 cancer patients died last year who could have been saved by earlier diagnosis and treatment. And another 75,000 will probably die this year, who might have been saved.

What must be done to prevent the tragedy of these needless deaths? The answer lies within ourselves. We can protect ourselves and our families through the annual checkup and being alert to the cancer danger signals between checkups. And we can share in the support of the American Cancer Society's three-fold attack against can-

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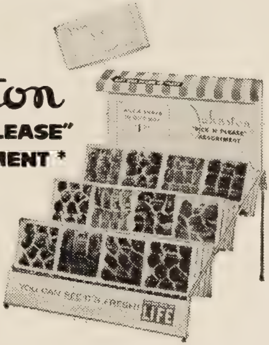

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FACTS ON DIABETES

Although diabetes is still incurable, it is no longer the threat to life that it used to be, Health Information Foundation reported.

In the February issue of its monthly statistical bulletin, **Progress in Health Services,** the Foundation recalled that "forty years ago, a medical diagnosis of diabetes was the equivalent of telling a patient he would soon die."

"Nowadays," HIF continued, "thanks to improved insulin and more recent therapeutic developments, a diabetic who receives proper and continuing treatment can look forward to years of almost-normal life."

As the bulletin points out, diabetes is a disease in which the body's ability to derive energy from sugar and starches is impaired, chiefly from a reduction in the supply of insulin produced by the pancreas, a large gland near the stomach. As a result, there is a loss of weight and strength, and death may come from the other more serious accompanying conditions that often set in.

Diabetes mortality hit its peak in this century in 1940, when the death rate reached 26 per 100,000 persons. Since then it has declined to about 16 per 100,000 population in 1957. Even so, according to HIF, diabetes ranked eighth among the leading causes of death and was responsible for an estimated 27,000 deaths or 2 per cent of all fatalities last year.

The bulletin shows that although diabetes mortality has declined, the incidence of the disease has risen. There are many more known diabetics today than 20 years ago. In addition to the million known to have diabetes, perhaps a million more are unknowing victims, the Foundation said. Furthermore, some 4,750,000 people alive today will develop diabetes during their lifetime.

Diabetes today is largely a disease of middle and old age. Improvement has been greatest for individuals under 45 years. After insulin was introduced in 1921, for example, the death rate for this age group fell from 5.5 to 3.5 per 100,000 in the space of two years. But for those over 45, diabetes mortality continued to rise until recently.

Diabetes, HIF points out, is the only major cause of death that takes a heavier toll of women than men.

Despite its remarkable success in controlling diabetes, science knows little about the disease. Apparently it is not inherited, but a predisposition toward diabetes probably is. Life insurance studies shows a definite link between diabetes deaths and overweight, the Foundation added. Also family history (patterns of nutrition, etc.) is involved. Some believe that inability to cope successfully with the strains of modern life may also play a role, and that increasing income and food consumption, sedentary occupations, urbanization and industrialization may be implicated.

The development of improved insulin and a synthetic orally administered compound which lowers blood-sugar levels for some patients are the latest results of science's increasing efforts to wipe out diabetes as a cause of death.

"Our recent progress against diabetes is only half the story," the Foundation cautioned. "Better control of this disease depends more and more on early detection and treatment. And the first step in that direction is for the American public to become convinced that preventive medicine is an essential requirement for health."

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MAGAZINE CREDITS

Some of our members have reported that credit balances are due them from the Baltimore News Company, Baltimore branch of the American News Company, Incorporated. These credit balances are the result of the discontinuation of the distribution of magazines by the American News Company and its branches.

Mr. Melnicove, counsel for the Association, has been in communication with the American News Company. We are publishing a letter recently received by him:

> Gentlemen:
>
> Thank you for your letter of January 20, 1958. It is an almost impossible task for us to try to search our files for any specific city items in total. However, if you will furnish us with the names of your clients who feel they have balances due we will be more than happy to investigate.
>
> If at all possible a copy of your clients' last statement from us would greatly assist us in our check of the records. Thank you.
>
> Very truly yours,
>
> The American News Company
> (signed) F. A. Russo
> Executive Office

If you have an unpaid balance and can furnish the required information, the Association will try to collect money due you.

WBAL, WBAL-TV's NEW ADMINISTRATION BUILDING COMPLETED

Construction has been completed on WBAL and WBAL-TV's new administration building located at 2641 Maryland Avenue.

The new building will house executive offices, both radio and television sales, as well as the maintenance, accounting and promotion departments.

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Dosage: Three or four tablets or one packet, three or four times a day.

Supplied—tablets in bottles of fifty—granules in boxes of twelve, one gram packets.

1. Siver, Robert H.: Current Medical Digest, Vol. XXI, No. 9, September 1954.
2. McGivney, John: Texas State Journal of Medicine, Vol. 51, No. 1, January 1955.
3. Frykman, Howard M.: Minnesota Medicine, Vol. 38, No. 1, January 1955.

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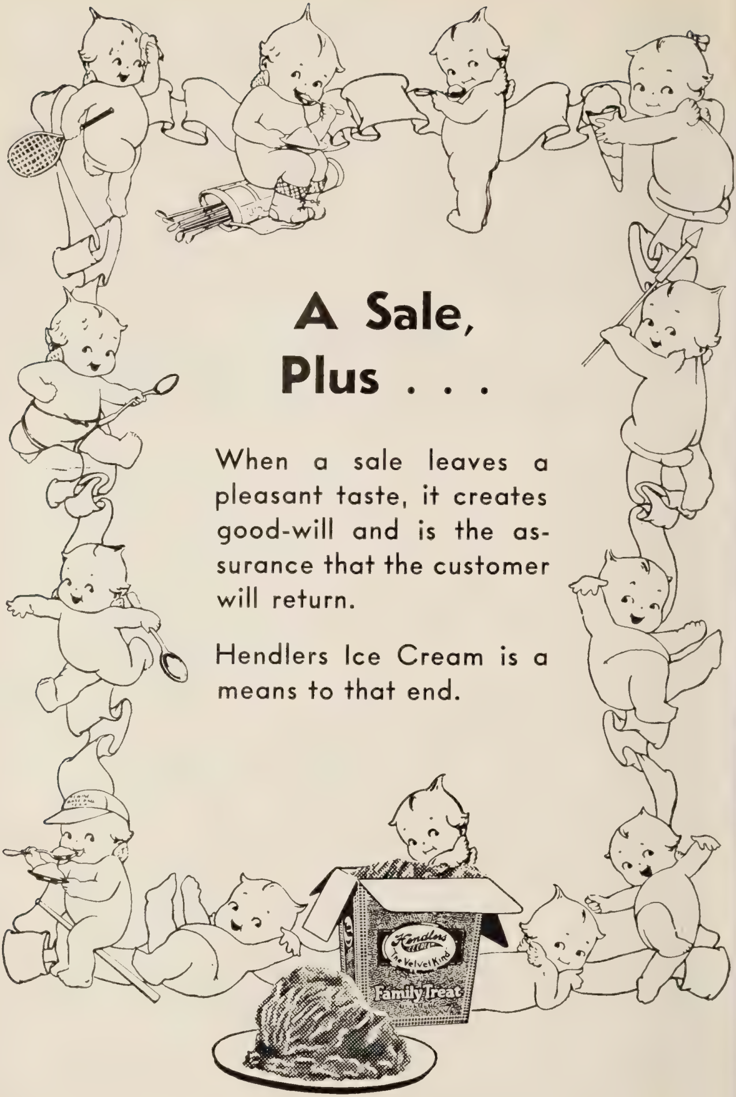
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The Maryland Pharmacist

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VOLUME XXXIII MARCH, 1958 No. 6

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Maryland Pharmaceutical Association

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June 29, 30 and July 1, 2, 1958

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Vitamin C (ascorbic acid)	150 mg.
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The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION

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... Editorial ...

THE 76th MARYLAND CONVENTION

Time is fast approaching for the 76th Annual Convention of the Maryland Pharmaceutical Association, which will be held again this year in conjunction with the Ladies and Travelers Auxiliary of the Association.

The Convention will be held Sunday through Wednesday, June 29, 30 and July 1, 2, 1958. The Convention site is the Shelburne, one of Atlantic City's finest hotels, situated conveniently and accessible to all that Atlantic City has to offer, facing on the Atlantic Ocean. The Shelburne is known for choice accommodations for 600 people, and the finest cuisine obtainable anywhere. Meeting room and recreational facilities are of the best. Besides ocean bathing, a new outdoor swimming pool will be available for the MPA Convention.

The Convention Committee, under Chairman Hyman Davidov, has been hard at work for months planning a convention second to none. With the type of convention the Maryland Pharmaceutical Association has been holding the past few years, this is indeed a challenging accomplishment—almost an impossible feat.

The Convention will open on Sunday afternoon with a short business meeting. The evening will be free for relaxation.

The second day will open with a session on modern merchandising and administration methods. The afternoon will be devoted to bathing, sports and games. A floor show and dancing will be the entertainment for Monday evening.

A panel on professional pharmacy is the speaking program for Tuesday. This presentation will cover every facet of the present day prescription pharmacy and its development. An old-fashioned beach party with all the trimmings will take place Tuesday afternoon. TAMPA will take over in the evening with surprise entertainment and dancing.

Wednesday will wind up the Convention with a business meeting and the annual election of officers. The afternoon will be devoted to sports and games. The annual Banquet will be held in the evening followed by dancing.

All the special features and attractions will, of course, abound at the Convention: Prizes aplenty for every occasion; the annual meeting of TAMPA and LAMPA; and the hospitality of our friends and associates.

All of these attractions have been arranged for both individual and family convenience at a special Convention rate. The special rate to cover all of the above is $16.00 per person, two in a room, and $18.00 per person, single, per day. This includes two meals a day, breakfast and dinner. Where three adults occupy a room, the rate on the third person is $12.00 per person, per day and $10.00 per day for children under 12. The special rate does not take care of the usual tipping (dining room, maid, bellmen, etc.) but does take care of parking and beach chairs. The full course banquet is included without extra charge. The Convention registration fee is $7.50 per person, except children under 12. Only those who register will receive tickets for prizes, entertainment features, the banquet, free parking, free beach chairs and other Convention attractions.

Registration and reservation forms have already been mailed. Be sure to make arrangements now to attend this fabulous Convention. Return both registration and reservation forms promptly. All reservations must be made through the Maryland Pharmaceutical Association.

Convention expenses may be deducted as a business expense.

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PRESIDENT'S MESSAGE

Dear Friends:

You will note that much space and emphasis is being devoted in this issue of the Maryland Pharmacist regarding the 76th Convention of the Maryland Pharmaceutical Association which is being held at the Shelburne Hotel, Atlantic City, New Jersey, beginning Sunday, June 29th through Wednesday, July 2nd. Our meeting is being held in conjunction with the Travelers and Ladies Auxiliaries of the parent Association. The Annual Convention is the culmination of a year's work of the officers and committees of the Association.

Much has transpired in Pharmacy since our last Convention. By attending the forthcoming Convention in Atlantic City, you will get a capsulated picture not only of what has been accomplished, but you will get an insight as to what the future holds in store for the profession. Officer and committee reports will reflect the ups and downs, the profits and losses, and the pitfalls of the profession and the drug industry in general. Capable speakers will address the Convention on subjects that are of direct interest to all. Subjects that are pertinent to the successful operation of every type of pharmaceutical enterprise. The program has been confined to the late morning and early afternoon hours of the day so that you will be afforded ample time for rest and relaxation with family and friends.

An excellent entertainment program has also been arranged. A floor show and dance will take place on Monday evening. A beach party with all the trimmings will be held Tuesday afternoon and TAMPA will entertain in the evening followed by dancing. LAMPA will hold their annual meeting on Tuesday morning. They promise a surprise meeting. TAMPA will hold their annual meeting on Wednesday morning. The Convention will close Wednesday evening with a Cocktail Party, Banquet and Dance. Other entertainment features will include: sports, games, social hours, replete with prizes and favors.

I bring all of this to your attention at this time to encourage your attendance. Without you, all our plans go for naught.

Before I close, I would like to add this—if you have not paid your 1958 dues, please do it today so that we may include your name in the membership list that will be reported at the Convention.

With best wishes and hoping to see you at the Convention.

Sincerely,

GEORGE M. SCHMIDT
President

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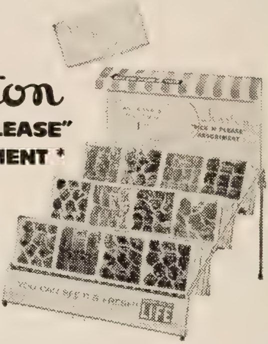

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. . . Fair Trade News . . .

FAIR TRADE ENFORCED

The Maryland Court of Appeals has upheld the Circuit Court of Montgomery County which last July 3 granted an injunction permanently restraining the Dart Drug Corporation of Maryland from selling Eli Lilly and Company products below fair-trade minimum prices.

In appealing the case, Dart did not deny that it had consistently sold Lilly products at far less than the minimum prices since it began business in 1956 but based its defense on an alleged right to do so because other retailers in Maryland were cutting prices through the use of trading stamps.

The Court of Appeals ruled that Lilly has been diligent in enforcing its fair-trade prices in Maryland and that the defense was without merit.

Dart, which is located at 8511 Fenton Street, Silver Spring, was found guilty last August of contempt of court for violating the July 3 injunction.

CONGRESSMAN FRIEDEL SUPPORTING FAIR TRADE BILL

Congressman Samuel N. Friedel of the 7th Congressional District of Maryland has come out in favor of the Federal Bill to amend the Federal Trade Commission Act, H. R. 10527. Congressman Friedel is a member of the Interstate and Foreign Commerce Committee which is studying the Bill. He also introduced a supporting Bill, H. R. 11216.

In a letter addressed to Secretary Cohen, Mr. Friedel writes: "This is in further reference to your interest in H. R. 10527, which is designed to equalize rights in the distribution of identified merchandise. You will recall we recently discussed the need for this type of legislation in my Baltimore office.

Enclosed you will find a copy of H. R. 11216, which I introduced on March 6th, at the request of the National Association of Retail Druggists . . ."

Congressman Friedel's action is indicative of his understanding of the plight of Small Business. We are indeed appreciative of his support.

DARGAVEL URGES CONGRESS TO FULFILL PARTY PLEDGES TO HELP SMALL BUSINESS

Swift Enactment Of Federal Bill For National Resale Price Maintenance Needed To Curb Price Chaos, BEFT Head Says

Small business in the U. S. is looking to Congress for swift enactment of H. R. 10527, a federal bill for national resale price maintenance, as a "fulfillment of the pledges to help small business which were made by both major political parties in their 1956 national platforms," Dr. John W. Dargavel, chairman of the Bureau of Education on Fair Trade and executive secretary of the National Association of Retail Druggists, writes in the Bureau's **Fair Trade Newsletter.**

"This legislation is urgently needed if small business in America is to survive, as the grim evidence of mounting bankruptcies among small businessmen clearly shows," Dr. Dargavel points out. "I am encouraged, however, by the reception which members of Congress thus far have accorded this measure to help small business by curbing the unfair competition of jungle price warfare in the marketplace."

The way in which small appliance dealers are now being mauled in the tooth-and-claw price wars on electrical appliances "highlights the need for enactment of H. R. 10527," the Bureau chairman notes.

The price wars were triggered by General Electric Company's decision to discontinue fair trading its small appliances. Sunbeam Corp. and Toastmaster products division of McGraw Electric Co. thereafter also dropped their fair trade programs.

Small Business Urged To Use Its Strength

Calling on all friends of small business and fair trade to mobilize in support of H. R. 10527, Dr. Dargavel writes:

"We appreciate the size of the task before us in respect of Congressional enactment of H. R. 10527. We will certainly need an effort far greater than that which accompanied enactment of the McGuire Bill in 1952.

"At the same time it would be unwise either for us or for anybody else to underestimate the potential strength of small business. We in retailing and wholesaling represent 10,000,000 men and women. By mobilizing our resources—people—we can succeed in restoring resale price maintenance to the U. S. marketplace.

"The time has come for small business to mobilize for political action, to petition for what it believes to be not only its interest, but the public interest, namely, enactment of H. R. 10527 at this session of Congress."

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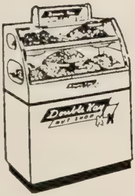

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“Vitamin sales tripled in three years”

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“We keep our vitamin department well stocked with fine Squibb products and other name-brand vitamins. Our crusade is really bringing vitamin business back into the drugstore!”

Fronce O. Ramin

FRONCE O. RAMIN
Ramin Pharmacy

School of Pharmacy, University of Maryland, News

ALUMNI ASSOCIATION, SCHOOL OF PHARMACY, UNIVERSITY OF MARYLAND

The Annual Entertainment and Valentine Dance of the Alumni Association of the School of Pharmacy, University of Maryland was held in the ballroom of the Emerson Hotel, Baltimore, on Thursday evening, February 13, 1958.

The committees in charge of the affair were fortunate in having a clear but cold evening, in advance of the great snow storm on Saturday. More than 400 persons, including students and their ladies and escorts, faculty members, invited guests, and some 200 members of the Alumni Association enjoyed the evening.

President H. Nelson Warfield welcomed the group in attendance. Samuel Portney, First Vice-President, was General Chairman of the committees and presented the following entertainers of the evening: "Chiquita and Pedro" who have performed on the Ed Sullivan show; Leverne and John Starr, a dance team known as "The Ducats"; and four students, "The Unknowns" who received second prize at the annual frolic in November, who presented vocal numbers accompanied by the guitar. The music for dancing was furnished by a group known as "Men of Note."

The Souvenir Program, an artistic booklet printed for the affair, represented donations from manufacturers, wholesalers, retailers, associated organizations, members of the alumni and friends. This program required many hours of work of the members of the Program Committee and places several thousand dollars in the treasury for carrying on the work of the Association, which will be used mainly for student aid and scholarships. Scholarships are provided by the Association for two first-year students, including tuition, books, etc. for the year. The Alumni Association has also donated $400.00 annually for many years for student aid to members of the upper classes of the School of Pharmacy, which is matched by a corresponding amount from the American Foundation for Pharmaceutical Education. George J. Stiffman and Solomon Wiener were the able Chairman and Co-Chairman of the Souvenir Program Committee. Samuel I. Raichlen is Chairman of the Scholarship Committee.

James P. Cragg, Jr. was Chairman of the Entertainment Committee; Samuel A. Goldstein was Chairman of Place and Arrangements Committee; Jerome A. Stiffman and Charles Spigelmire were Chairman and Co-Chairman of the Publicity Committee, Solomon Weiner and Irving I. Cohen were Chairman and Co-Chairman of the Ticket Committee and had the cooperation of alumni and students in securing a large and appreciative attendance.

Delicious Ice Cream from Meadow Gold was served following the presentation of the program. Prizes donated by wholesalers and friends were drawn by the holders of the lucky tickets.

The Alumni Association of the School of Pharmacy is also extremely interested in the work of the Student Recruitment Committee, which was organized in 1957, and which works in conjunction with the Dean and Faculty of the School of Pharmacy. To-date the committee has presented "Pharmacy as a Career' in 32 Maryland High Schools. This committee is composed of H. Nelson Warfield, Chairman, Victor H. Morgenroth, Jr., Alexander J. Ogrinz, Jr., Gordon A. Mouat, Noel E. Foss, Frank J. Slama and Samuel I. Raichlen.

President Warfield and General Chairman Samuel Portney are proud of the accomplishments of the chairmen and many working members of the different committees.

The highlight affair of the year will be the June banquet honoring the 1958

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HOTEL *Emerson*

Graduating Class and a number of Class Reunions, on June 5th at the Emerson Hotel.

UNIVERSITY OF MARYLAND, ALUMNI CLUB OF BALTIMORE

More than 150 persons attended the luncheon of the University of Maryland Alumni Club of Baltimore at the Belvedere Hotel on February 14, 1958, 1:00 P.M. to honor the Board of Regents of the University of Maryland. Those in attendance included the Deans of the Baltimore Schools of the University, and several representatives of the College Park group.

President Samuel L. Silber presided. The invocation was given by Dr. Louis L. Kaplan, a member of the Board of Regents. Chairman Charles P. McCormick of the Board of Regents presented the members of the Board, including Alvin L. Aubinoe, the new member from Washington.

President Wilson H. Elkins gave a resume of the recent accomplishments of the University of Maryland and also mentioned the plans to be put into operation for a greater University of Maryland in Baltimore, including a much enlarged campus and new buildings.

Mrs. Ethel M. Troy was Program Committee for the luncheon and Mr. Sam A. Goldstein was Chairman of Reservations. Mr. William H. Hucksell is Treasurer of the University of Maryland Alumni Club of Baltimore.

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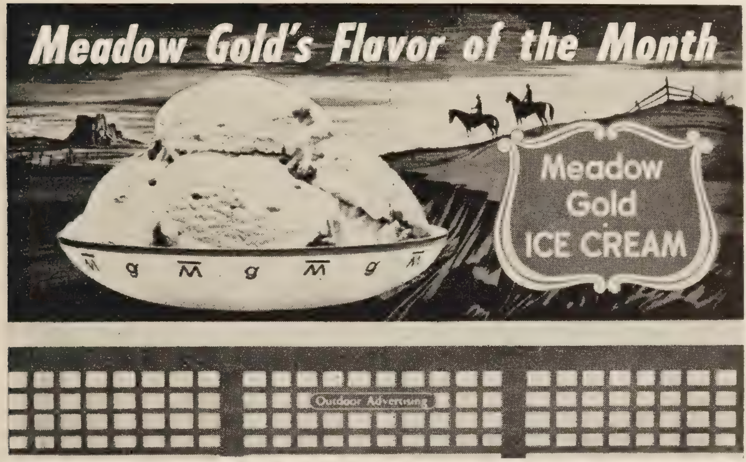
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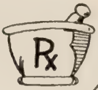

RHO OMICRON CHI CHAPTER

By FRANK R. MILIO and ROBERT J. KOKOSKI
Junior Instructors, School of Pharmacy University of Maryland

℞

Phenol	
Camphor	aa gr x
Tincture Benzoin	fʒ i
Lanolin	ʒ ii
Isopropyl Alcohol	fʒ iv
Lime Water,	qs f℥ iv

M. et Ft. Lotion.
Sig: Shake well and apply locally.

In the above prescription the inclusion of lanolin (hydrous wool fat) presents the main problem, as the other ingredients can be combined readily to form a smooth mixture.

Although lanolin will absorb a considerable quantity of water, the amount of lime water in this prescription that would have to be absorbed is much in excess. The water absorbing quality of lanolin is attributed to its cholesterol content which emulsifies the water to form a water in oil type product that cannot be diluted with water beyond the extent of emulsification.

In order to ultilize all of the ingredidents requested in the prescription, it is necessary to prepare an emulsion either of the water in oil type or of the oil in water type. Enough fixed oil would have to be added in either case to prepare the emulsion.

If a water in oil type emulsion is preferred, then sufficient oil must be added to provide for a final content of at least 50% oil. Lime water will combine with the added oil to form calcium soaps which act as water in oil emulsifying agents. The product will be a thick, oleaginous and non-water miscible suspension.

On the other hand if an oil water emulsion were preferred, about 4 drams of a fixed oil should be mixed with the lanolin. This oily mixture should then be emulsified with acacia and water. The primary emulsion formed can be diluted easily with aqueous substances. The phenol and camphor can be dissolved in the isopropyl alcohol and tincture of benzoin. This alcoholic mixture should be added slowly with mixing to the diluted emulsion. The final product in this case will be water miscible.

The Benzoin tincture could be added to the fixed oil-lanolin mixture prior to emulsification to retard the sedimentation of the resinous benzoin.

DENTISTS WILL WRITE PRESCRIPTIONS

"Dentists would write more prescriptions—if they were encouraged by pharmacists," according to an abstract in **Pharmaquick,** a capsule review for the druggist just launched by Ames Company, Inc.

The **Pharmaquick** abstract on Dental Rx Business' shows that the average number of prescriptions now written by 175 Mississippi dentists questioned is 10 per week. "When asked the specific types of drugs in which they are most interested, 78.3% of the dentists mentioned antibiotics; 54.9% sedatives; 46.9%, vitamins; 35.4% analgesics; 34.9% narcotics; 27.7% anesthetics."

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C. W. Spilker
J. M. Bradley
D. E. Steiner
W. H. Harrison

Volume 16 MARCH, 1958 No. 9

PAST PRESIDENTS LUNCHEON

The March meeting of TAMPA was held at the Stafford Hotel on March 1 and was dedicated to the past presidents of the Travelers Auxiliary. The following past presidents were on hand to reminisce on the theme of "Those Were The Good Old Days"—Charlie Armstrong, Walter Hollingshead, Ken Love, Tom Hoy, Ab Leatherman, Henry Goldscheider, Norris Busick, Harry Zears, Lou Rockman, John Crozier, Bill Gehring, Tom Kelly, Joe Hugg, Bernie Ulman, Jr., and Larry Rorapaugh.

It was good to see so many old-timers attending the meeting. We hope that this marks the beginning of a trend.

Welcome to the new members voted in at the March meeting: Michael (Bauer & Black) Shenk, Jr., John H. (Schafer-Pfaff) Brockman, Jr., Richard A. (Personal Products) Adams, and Charles A. (Binko Photo) Maranto.

TUESDAY CLUB OUTING

The Tuesday Club announced that it will hold its 30th Annual Outing and Golf Tournament on Tuesday, May 27. A wonderful day has been planned at the Country Club of Maryland. Slated in the program are a Golf Tournament, refreshments, dinner at 6:30, and lots of sociability. Trophies will be presented to winners. Lee Wright is president and Bernie Ulman, Jr. is chairman.

We are happy to report that the following are on the mend and getting around: Tom Mullen, Dick Wood, John Yeager and Emory Helm.

JAMES E. ALLEN ELECTED

James E. Allen, president of The Henry B. Gilpin Company, has been elected a director of D. S. C., Inc. (Druggist Supply Corporation).

D. S. C., Inc. is the largest national organization of wholesale drug firms, representing 164 wholesale houses and servicing 50,000 independent retail druggists.

NEW LEDERLE REPRESENTATIVE

Charles H. Wharen recently joined Lederle Laboratories Division, American Cyanamid Company, as a sales representative in Baltimore, Maryland, Southeast Region.

ORDER FROM YOUR JOBBER—NOW

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ANTISEPTIC

FOR ATHLETE'S FOOT

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COLOR FILM LABORATORY
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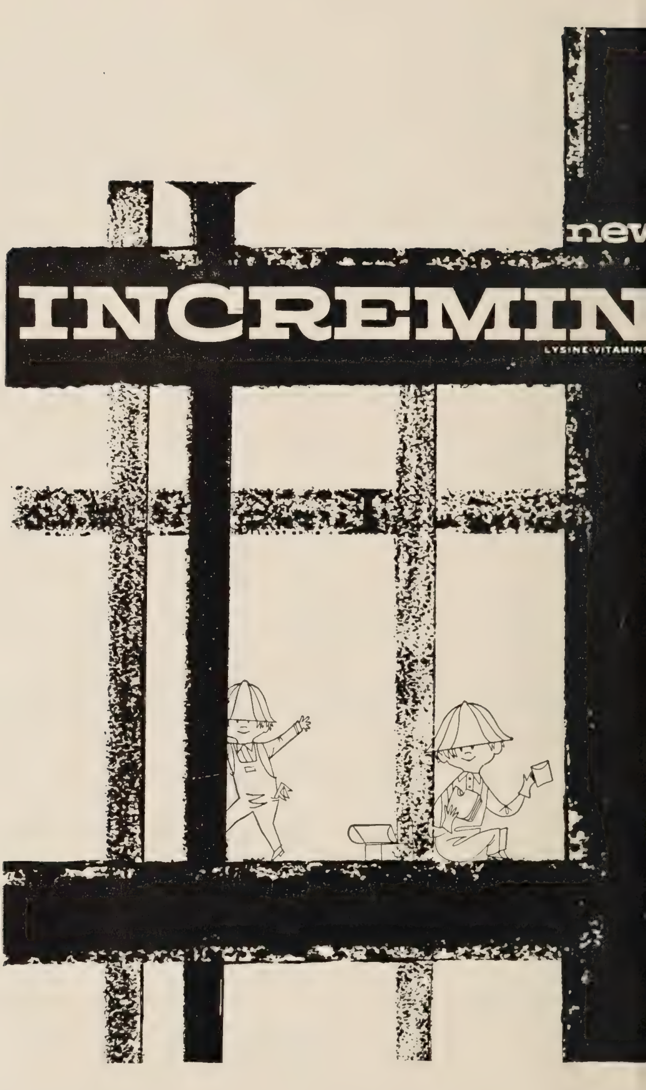
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INCREMIN
LYSINE·VITAMINS

with IRON syrup

CORRECTS IRON DEFICIENCY AS IT STIMULATES APPETITE IN PATIENTS OF ALL AGES

This important new syrup will attract greater sales for you.

- The market potential is great. Infants, adolescents, geriatrics, convalescents and problem-eaters of all ages.
- The flavor is appetizing. Delicious cherry base especially designed for appeal to both children and adults.
- The formula is appetite-stimulating, with vitamins B_1, B_6, B_{12}, and protein-upgrading l-Lysine.

FORTIFIED WITH IRON

INCREMIN Syrup is being widely advertised and detailed to the medical profession! Meet the demand! Stock now!

FORMULA:

Each teaspoonful (5 cc.) contains:

l-Lysine HCl	300 mg.
Ferric Pyrophosphate (Soluble)	250 mg.
Iron (as Ferric Pyrophosphate)	30 mg.
Vitamin B_{12} Crystalline	25 mcgm.
Thiamine Mononitrate (B_1)	10 mg.
Pyridoxine HCl (B_6)	5 mg.
Alcohol	0.75%

Average dosage is 1 teaspoonful daily.
No prescription required.

Bottle of 4 fl. oz.

$3.00 price to retailer

ERLE LABORATORIES DIVISION, AMERICAN CYANAMID COMPANY, PEARL RIVER, N.Y. Lederle

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-: NEWS ITEMS :-

BANQUET GUEST

Left to right: Alexander J. Ogrinz, Jr., Jr., President, Baltimore Metropolitan Pharmaceutical Association; Congressman Samuel N. Friedel; Joseph Cohen, Secretary Baltimore Metropolitan Pharmaceutical Association and the Maryland Pharmaceutical Association. Congressman Friedel was a guest at the 42nd Annual Banquet of the B.M.P.A.

PRESCRIPTION VOLUME UP 16% OVER 1956

Drug Topics, in their 19th Annual Prescription Study, reports an all-time record of $1,693,340 was spent for prescriptions last year, an increase of nearly 16% over the amount spent in 1956. The actual number of prescriptions filled was 641,330,000 or nearly four prescriptions for every man, woman and child in the country, according to Drug Topics. This was nearly 10% more prescriptions than in 1956. The survey notes that the average price rose from $2.49 to $2.64 last year, an increase of 6%. Other findings indicated that independent drug stores accounted for the bulk of prescription volume, handling $1,535,000,000, compared with $158,240.000 for chains. Independent drug stores reported a gain of 16% over 1956 compared with 14,5% gain for chains.

IMPORTANT MEDICAL CARE NOTICE

State of Maryland
Department of Health
2411 N. Charles St., Baltimore 18

To: PROFESSIONAL PARTICIPANTS, MEDICAL CARE PROGRAM

From: Alice B. Tobler, M.D., Acting Assistant Chief

Re: CHANGE IN LIMITATION ON NUMBER OF PRESCRIPTION REFILLS EFFECTIVE APRIL 1, 1958

At a recent meeting the State Board of Health ruled that for Medical Care prescriptions written on and after April 1, 1958, refills be **LIMITED TO A MAXIMUM OF TWO.** This limitation will be effective even though provision is made for a maximum of six refills on old Prescription, Form MS6 and 6A.

The regulation covering the time period during which refills may be dispensed has not been changed. **Refills** may be **only dispensed** during the three-month period following the date on which the original prescription was filled.

DRUG STORE CHANGES

The following changes were made in drug stores:

New Store
January
Cecilton Pharmacy
George Schmidt
Cecilton

Change of Ownership
February
Joseph Hulla to Earl Gates
2320 W. Baltimore St.

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to visit

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Headquarters For

TOYS

GAMES

NOVELTIES

Come and Browse — See Our Complete Stock of Nationally Advertised Brands of Toys at Our Christmas Show July 6 through July 20 at 1023 East Baltimore Street.

LET US HELP YOU TO:

1. **Increase Store TRAFFIC**
2. **Improve Your PROFIT Picture**

Visit our exhibits at the

Baltimore Metropolitan Pharmaceutical Association

DRUG AND GIFT SHOW

SEPTEMBER 9, 10 and 11 at the Emerson Hotel

I L TOY COMPANY

1023 E. Baltimore Street **Telephone BR. 6-3695**

Affiliate Member of the Maryland Pharmaceutical Association

Compliments of

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Dr. West's Toothbrushes
Davol Rubber Goods
Ace Hard Rubber Combs
Ajax Hard Rubber Combs
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PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacists:

The "Ides of March" sure did play havoc in the greater Baltimore area. The snow storms of March, 1958 shall be remembered for a long time to come, especially the one of March 20th.

Many were the reports of sacrifices on the part of our pharmacists to serve the health needs of the community. With extreme effort and personal inconvenience, pharmacists managed to open their establishments and maintain some semblance of service. Physicians, unable to make calls, depended almost entirely on the neighborhood pharmacist. Pharmacies were used as bread and milk depots as well as other services foreign to their normal business. Our true value as dedicated servants of the community was definitely established.

The storm of March 20th necessitated the cancellation of the 42nd Annual Banquet of the Baltimore Metropolitan Pharmaceutical Association. The officers and Banquet Committee worked through the day making and receiving telephone calls. The radio and television stations were most cooperative in making announcements. To all these devoted people I wish to express my sincere thanks for a job well done.

The Banquet was postponed until Sunday, March 30th, the closest date available without making a thirty day delay necessary. In spite of the postponement, the Banquet had a full attendance and proved to be an outstanding success. To all who attended, I wish to express my gratitude for your complete understanding of our problems and for your cooperation. You were wonderful.

Although we have already acknowledged Banquet contributions by mail, I want to take this opportunity to thank each and every contributor for their support in making the 42nd Banquet so successful.

In closing, I would like to urge all members of the Baltimore Metropolitan Pharmaceutical Association to attend the Convention of the Maryland Pharmaceutical Association in Atlantic City.

Sincerely,

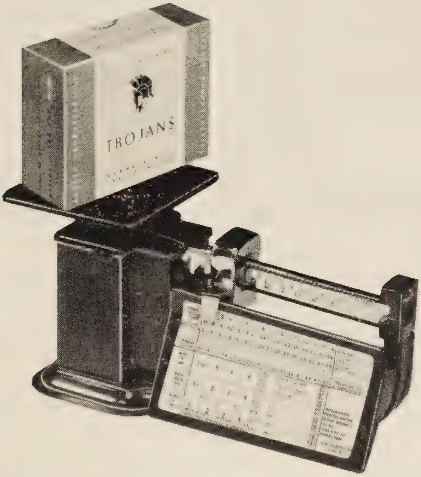
ALEXANDER J. OGRINZ, Jr.
President

I L TOY COMPANY JOINS OUR ADVERTISERS

With this issue we are pleased to welcome the I L Toy Company of Baltimore to the happy family of Maryland Pharmacist advertisers who support the important work of the Maryland Pharmaceutical Association.

Mr. Irving Libov, president of I L Toy Company extends a cordial invitation to all toy buyers to visit the extensive display rooms at 1023 E. Baltimore Street. You are free to browse amidst the vast array of toys, novelties, and games. Prominent nationally advertised lines are featured.

The I L Toy Company is offering the utmost cooperation to every pharmacy owner to realize the maximum potential from a department that proves to be an effective traffic-builder and profit-maker.



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1958-59 BLUE BOOK LISTS 169,215 PRODUCTS

Published on February 26th, the new 1958-59 AMERICAN DRUGGIST BLUE BOOK—containing 702 pages loaded with 73,386 price changes—lists a total of 169,215 products.

The new edition is printed in the same easy-to-read BLUE BOOK type which is so very popular with pharmacists throughout the nation.

The 1958-59 BLUE BOOK features—exclusively—6 symbols which appear alongside product listings:

● or A....signifies narcotic drug products

♦ or B...oral ℞ allowed for narcotic items

• or X...signifies exempt narcotic products

▲...means that item requires refrigeration

Rx....signifies products sold on '℞ Only'

★ ......former '℞ Only' products now o-t-c

The BLUE BOOK is the **ONLY** national price book using all of these helpful symbols.

An asterisk (*) is used in the BLUE BOOK to denote fair trade minimum prices.

Complete descriptions — including composition, action, uses, dosage, and packaging—of over 1,300 different products are published in the new BLUE BOOK, making it a vital addition to the pharmacist's file of reference data.

The new BLUE BOOK also includes reference articles on the following topics: Latin words and phrases . . . botanical synonyms . . . proper methods of storing chemicals . . . baby products check list . . . chemicals used against animal parasites. In addition, about 7,200 manufacturers are included in an alphabetical index at the back of the book.

A free copy of the BLUE BOOK was mailed on February 26th to every retail pharmacy in America. Additional copies sell at $9.00 each. Send check or money order to Circulation Department, AMERICAN DRUGGIST BLUE BOOK, 250 West 55th Street, New York 19, N. Y.

REMEMBER
IN INSURANCE
"THE BEST BUY IS A D I"

THE DRUGGISTS' OWN
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INSURANCE CO.

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Maryland State Agent
1800 North Charles Street
Baltimore 1, Maryland
Phone—PLaza 2-2508— Office
MOhawk 4-3106—Home

READS CELEBRATES 75th YEAR

Read's Drug Stores celebrate their Diamond Anniversary. The Maryland chain has an outstanding record of 75 years of progress. Read's started in Baltimore in 1883 with one unit. The chain now includes drug stores in Annapolis, Easton, Salisbury, Westminster, Havre de Grace and in the greater Baltimore area, numbering 58 units.

CALVERT MEMBER WINS PRIZE

Nathan G. Pelovitz, owner of Oakdale Pharmacy, Catonsville, won the Ford Station Wagon, offered on the Calvert-Personal Products Promotion held during February.

The winning name was drawn by Frank Balassone, Chief of Drug Control, State Department of Health.

IT'S SERVICE
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Chained to Old-Fashioned purchasing habits? Break the chains that bind, and call on Loewy Drug Company!

Fill ALL Merchandise needs with ONE call.

You'll get that extra service you expect from your Loewy Merchandiser — and end up with a lion's share of the profits.

Better Service is bound to increase Customer Traffic and Sales!

See your Loewy Merchandiser today!

LOEWY DRUG CO., INC.

"Baltimore's Progressive Wholesaler"

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Dickens 2-7875

DSC-SATURDAY EVENING POST TO SPONSOR VACATION NEEDS DRIVE FOR 3RD YEAR

Annual Druggist Promotion Begins this Summer

The D.S.C. Inc. with a membership of 170 leading drug wholesalers will join The Saturday Evening Post in sponsoring the third annual "Vacation Values" promotion for druggists, according to John F. Hunsicker, manager of drug and toiletry merchandising for the Post. Mr. Hunsicker outlined the 1958 promotion at a DSC meeting in the Waldorf-Astoria.

"The Post Vacation Values will help the druggist get his share of the huge vacation needs market," Mr. Hunsicker said.

He unveiled the point-of-purchase displays that will be included in 6,000 kits DSC member wholesalers will distribute to their key druggists in the latter part of April.

Eight product categories will be promoted including toiletries and cosmetics, picnic and beach supplies, baby needs, sun glasses, cameras, bulbs and film, hair needs, first aid and health, and sun tan preparations. In addition, the kit will contain imprinted product pennants of Post advertised merchandise. Thirty-two manufacturers are expected to be represented with imprinted pennants.

STUDENT PLACEMENT

The Maryland Pharmaceutical Association has a list of Pharmacy students available for summer vacation work.

As you know, practical experience is required by the Maryland Board of Pharmacy before licensure to practice Pharmacy is granted.

The Association is anxious to cooperate with all concerned in placing these students. Please contact the Association office for further information.

TO BE SURE!

BLUE-RIBBON

AQUAPAC **TIPPERS** **SEPTIPAC**
BLUE RIBBON **SAFETY TIPS** **GIANTS**

AMERICAN HYGIENIC COMPANY
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OPEN SECRET

Making high-quality ice cream in a variety of flavors is the secret of Delvale's success . . . Anyone who buys or sells Delvale ice cream soon finds it out for himself . . . It's an open secret.

But now dealers everywhere are learning another secret about Delvale ice cream: **Delvale means increased ice cream sales, higher ice cream profit from rapid turnover, and greater buyer traffic.**

Find out what Delvale can do for you. Call us for information, today.

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MARYLAND'S FAMOUS
CATALOGUE WHOLESALE DRUGGIST & SUNDRYMAN

WRITE for YOUR copy TODAY

HEART ATTACKS

Heart attacks strike far more often when a person is resting than when he is working, according to the new monthly publication "Patterns of Disease."

Published by Parke Davis & Company, as a service to the medical profession, the publication is designed to provide the latest available statistical information on major U. S. health problems such as old age, arthritis, allergic diseases, diabetes and mental health. The current issue focuses on cardiovascular disease which now claims one out of every two American lives.

Approximately 30 per cent of all coronary heart attacks occur when people are resting; a mere two per cent when they are engaged in "sports, running, lifting or moving a load," according to "Patterns."

"Several studies indicate that the highest death rate in males occurs among those employed at sedentary jobs," it says.

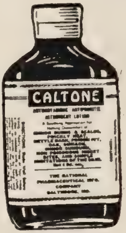
Moreover very few cardiac patients need to curtail their activities drastically. "The majority of persons disabled by heart disease recover from attacks to live many years and most are able to resume work," "Patterns" states. Less than one per cent of all victims of heart disease require complete rest.

What are some of the factors which contribute to the death rate in heart disease? "Patterns" discloses that these include such diverse elements as the weather, sex, geographical location and the type of heart disease.

For instance, studies show that deaths from heart disease tend to rise during the winter months and to decline during the summer.

They further reveal that heart disease takes a far greater toll among men than women—a difference which has been steadily mounting over the past few decades. Thus within the last 40 years the heart disease death risk within the 45 to 65 year age group has increased nearly 25 per cent for

CALTONE



A Soothing LOTION

For Minor Skin Irritations

1 Doz. 4 oz. $3.50

2 Free With Each Doz.

F.T.M. $.69

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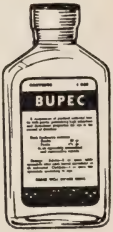

An Effective DIARRHEA MIXTURE

1 Doz. 4 oz. $3.50

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INSECT REPELLENT

A Fine INSECT Repellent

ODORLESS— GREASELESS

1 Doz. 2 oz. $3.50

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PROFIT BREAK

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TOASTCHEE®
FROM THE HOUSE OF
LANCE®

All the Features you'd choose yourself!

FLAVOR-IZED
FLARE-TOP
ICE CREAM CONES

TOPS with ice cream . . . TOPS in ice cream cones . . . you and your customers will "go" for Flavor-ized Flare-TOPS. If your regular wholesaler can't supply you, write or phone:

MARYLAND BAKING COMPANY
1200 South Eutaw Street, Baltimore, Md.

FLARE-TOP
CAKE
ICE CREAM MERCHANDISERS
Flavor-ized
ICE CREAM CONES
PROTECTED QUALITY-DISTINCTIVE FLAVOR
TOPS

men and decreased at almost the same rate for women.

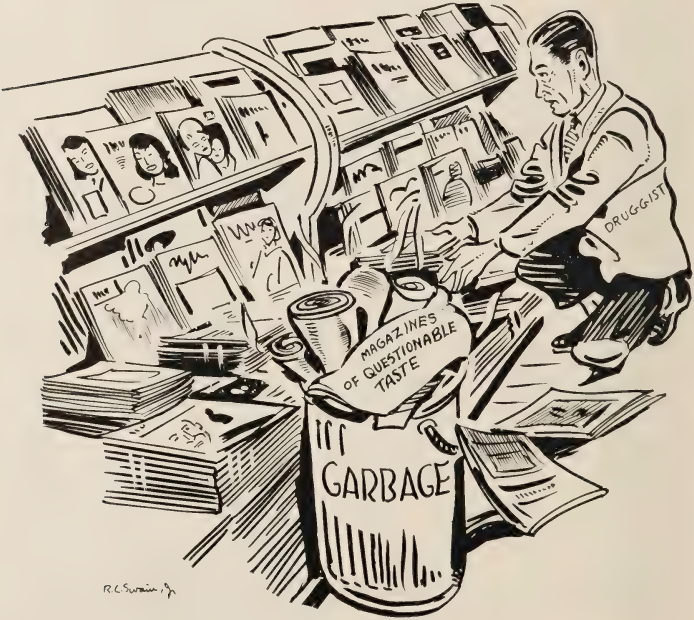
Death rates for heart disease vary too from state to state, with the New England states heading the list and southwestern states such as Arizona and New Mexico last.

As far as classification is concerned, "Patterns" cites hypertension and arteriosclerosis as accounting for over 90 per cent of death for cardiovascular disease, including vascular lesions affecting the central nervous system and myocardium. Coronary heart disease remains the leading heart problem.

However the publication adds that "with adequate care, 22 per cent of patients with heart disease can expect improvement or halting of progress of the disease, compared with only two per cent improvement for those without care."

The need for adequate treatment is understood by the fact that deaths from cardiovascular disease are rising rapidly. According to "Patterns" the proportion of deaths due to cardiovascular disease has increased from about 20 per cent in 1900 to almost 55 per cent in 1956

Moreover costs for the disease have been increasing dramatically. They now amount to more than $3 billion worth of working time in the United States, and a loss in income tax to the Federal Government of almost $4 million.



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Quality Pharmaceuticals Since 1863

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Austin's
CHEESE PEANUT BUTTER SANDWICHES
Austin's
CHEESE PEANUT BUTTER SANDWICHES

* *with hot or cold fountain drinks*

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AMERICAN DRUG INDEX

One quick answer from this easy-to-use reference book can be worth many times its amazingly low price. Every one of its essential drug facts is right up to date—a handy, ready source for the information you need quickly.

All you need know is the generic, chemical or trade name—any one—and you can get complete identification instantly. In seconds you can identify a brand name with its generic name; find a drug or drug combination when only the major ingredient is known; learn the manufacturer, dosage forms, strengths, wholesale units, usual dose and indications for use. The American Drug Index can save you hours of valuable time . . . will speed up and enhance the value of your service to physicians.

You'll find A.D.I., 1958 by far the most essential reference book in your library.

Best for filling prescriptions. Best for answering doctors' questions. A valuable time saver. Everything indexed and cross-indexed for fast reference. Latest information on 15,000 Drug preparations. 20 New pages added. 2,000 changes.

More than 670 pages, price: only $5.

Order through your wholesaler or from the publisher J. B. Lippincott Co., Phila. 5, Pa.

HOSPITAL ASSETS REACH $13 BILLION

The nation's investment in hospital resources is at an all-time high, Health Information Foundation reported.

In its monthly statistical bulletin, **Progress in Health Services,** the Foundation stated that the total value of hospital buildings, equipment, and other assets today stands at about $13 billion—or three and two-third times the investment 30 years ago.

The current figure breaks down to $8,100 per hospital bed. $590 per patient admitted to a hospital during the year, or $78 per person in the United States.

Note THE ACTIVE INGREDIENTS in RESINOL OINTMENT

Resorcin, Oil of Cade, Prepared Calamine, Zinc Oxide, Bismuth Subnitrate and Boric Acid

Your knowledge of drugs tells you it's a combination hard to beat for the relief of minor skin irritation. Sell Resinol with confidence to comfort sufferers from the itching, burning and irritation of

Dry Eczema
For Itching about Rectum
Small Burns Chafing
Chapping Minor Sunburn
Itching of Ivy Poison

Order from your wholesaler

RESINOL CHEMICAL COMPANY
Baltimore 1, Maryland

The value of hospital assets has risen rapidly in recent years, especially since the end of World War II, the Foundation pointed out. The increase in assets per bed has been especially rapid, largely because of more adequate provision of modern, highly specialized equipment and the replacement of outmoded facilities. Hospital construction has also increased sharply since the war.

But the mere size of the country's investment in hospitals "is no guarantee that it is enough for present and future needs," said George Bugbee, Foundation president. "Most recognized sources indicate that there is a large deficit of beds for the care of patients with mental illness and chronic illness. Furthermore, a recent survey by the American Hospital Association reports a need for an additional $1 billion to rehabilitate existing hospital buildings."

Private philanthropy, Mr. Bugbee continued, must remain an important

IS YOUR SLIP SHOWING?

If your sales have a decided tendency to slip 'n' slide, you can make them "straighten up and fly right" by featuring Abbotts or Jane Logan DeLuxe Ice Cream . . . proven in over 36 years to do for sales what penicillin does for humanity.

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Abbotts ICE CREAM

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Tear out for a handy check of
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Robins products that are receiving
special promotion in your area
THIS MONTH

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☐ Tab. 100's ☐ Tab. 500's ☐ Extentabs 100's
☐ Extentabs 500's ☐ Elix. 1 Pt.

☐ **Robaxin®**

☐ Tab. 50's ☐ Tab. 500's

☐ **Pabalate®**

☐ Tab. 100's ☐ Tab. 500's

☐ **Pabalate®-Sodium Free**

☐ Tab. 100's ☐ Tab. 500's

☐ **Pabalate®-HC**

☐ Tab. 100's ☐ Tab. 500's

☐ **Donnatal®**

☐ Tab. 100's ☐ Tab. 500's ☐ Tab. 1000's
☐ Cap. 100's ☐ Cap. 500's ☐ Cap. 1000's
☐ Elix. 16 oz. ☐ Elix. 1 gal. ☐ Extentabs 100's ☐ Extentabs 500's

☐ **Allbee with C**

☐ Cap. 100's ☐ Cap. 500's ☐ Cap. 1000's

Why not check your stock of
all Robins products at the same time
—and be prepared

A. H. ROBINS CO., INC., RICHMOND 20, VA.

source of hospital funds. Last year, of an estimated $505 million spent on private hospital construction, three-fifths came in the form of voluntary contributions.

"Through the years," said Mr. Bugbee, "contributions have not only helped keep our hospitals running but have also established a valuable two-way tradition of service between hospitals and citizens.

"If our hospital assets—already one of the large investments by the public—are to be maintained and improved, philanthropic giving must continue."

DID YOU KNOW THIS?

Question: Can we legally fill prescriptions from physicians in other states? Many of our customers are students of Harvard University and sometimes their parents from all over the United States bring in prescriptions. G.S.B.

Answer: The strict, valid and legal opinion is that prescriptions can only be dispensed in a state in which the doctor is registered. For example, a pharmacist cannot practice his profession in any state in which he were not registered. The same applies to physicians and dentists. However, the Food and Drug Administration has informed the N.A.R.D., that the F.D.A. will not cite a pharmacist for preparing medication prescribed by physicians outside a state for students at a college—provided that the amounts of dangerous or legend drugs aren't excessive. It obviously follows that such prescriptions should not be refilled without permission from the prescribing doctor.

N.A.R.D. JOURNAL

496 NEW DRUG ITEMS were launched in 1957, according to Paul deHaen. Included in this total, Mr. deHaen points out, were 400 new products, and an additional 96 were new dosage forms of established products; 476 new items were made available to the public in 1956.

In sorrow the thoughts of your friends blend with yours.

RIDGELY B. TAYLOR

It is with regret that we announce the sudden death of Ridgely B. Taylor. Mr. Taylor was Divisional Manager of Personal Products Company. He will be missed by his many friends. Our deepest sympathy is extended to his family.

Have You Made Your Convention Reservation?

It Is Later Than You Think.

Mail Both Forms Today!

A REAL SALES CLERK . . .

Has self-confidence but is not arrogant.

Is courteous in the face of discourtesy.

Keeps his word, his temper and his friends.

Wins respect by being respectful.

Smiles and makes others smile.

Is silent when the customer wishes to speak.

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(FWDA) First With Druggists Always.

- Personalities -

We are happy to report that Anne Crane (Dick's wife) is recuperating at home.

Mr. and Mrs. Bill Grove are beaming. Daughter Dorothy is to be married to James Stewart Taylor on March 16.

The March snowstorm brought to light the following:

That if you are ever stranded in a snowstorm, Buck (Morgan & Millard) Neun has accommodations.

That if you need an experienced guide through a blizzard, call on Lou Lindenbaum of Linthicum Heights.

That John Crozier was the best dressed wholesale drug firm executive—he wore his tuxedo for three days as an aftermath of the Ad Club Banquet.

We are very pleased to report that the following who were on the sick list are now on the mend: Harry Prostic, Manny Wagner, Harry Schrader, Andy Heck, Andy Ludwig, Marty Settler and Howard Lampkin.

Norman (Fields Pharmacy) Levin is real proud of his beautiful pharmacy and medical center in Pikesville. He is glad to take any of you on a conducted tour of his dream come true.

Herdie Schwatka who operated a pharmacy at Edmondson Ave. and Bentalou St. is at work again after a term of illness.

Bill Rossberg (Charlie's son) says he enjoys reading this column. Thanks Bill.

Calling our sister associations—Montgomery—Prince Georges Counties, Eastern Shore and Allegany. Send us your news and personalities items.

Bernie (Modern Pharmacy) Caplan has been seen at a local bowling alley taking lessons from his accomplished wife.

Don Fedder allowed one of his best friends to get lost in the February snowstorm—we're wondering why, Don.

John Crozier and Joe Hugg, both of Calvert Drug, attended the Federal Wholesale Druggists Association Mid-Year Managers and Sundry Buyers Meeting on March 6 and 7 at the Hotel Statler, New York.

William "Bill" Harrison, Bernie Appel and Leo Sommers, all of The Henry B. Gilpin Company attended the Druggists Supply Corporation Annual Meeting held at the Waldorf-Astoria in New York, March 8-13.

We were sorry to hear of the passing of Mrs. Helen A. Wich, wife of Dr. Henry E. Wich, former associate professor of chemistry at the University of Maryland. Dr. Wich has operated a pharmacy since 1914 and served on the faculty of the University's School of Pharmacy for 35 years. Mrs. Wich is also survived by a son, Dr. J. Carlton Wich and a daughter, Mrs. Thomas R. Thornton.

NO ONE

Ever Outgrows the Need for

MILK

GET THE BEST . . . . GET . . . .

Sealtest
TRADE MARK
DAIRY PRODUCTS

MUlberry 5-3800

Elsie is unique. She pays generous dividends in extra sales without requiring a capital investment. No wonder she is such a popular girl.

Borden's
ICE CREAM
ORleans 5-0171

first aid for throat irritations

THANTIS LOZENGES
12

Thantis LOZENGES

THANTIS Lozenges, the original anesthetic, antiseptic throat lozenge, is still *the leader in its field.*

THANTIS gives better relief than its many imitations because it contains Saligenin, a mild, non-irritating local anesthetic which relieves soreness.

THANTIS contains Merodicein, a highly effective, long-lasting antiseptic which combats infection.

THANTIS does not contain an antibiotic and cannot cause unpleasant side reactions in the mouth.

THANTIS has been a household word for twenty-six years and its effectiveness and safety are backed by extensive clinical and lay use over this period.

THANTIS Lozenges *displayed* at point of sale bring big returns for a *little space.*

Supplied in packages of one dozen vials of 12 lozenges each.

Thantis LOZENGES
First Aid for throat irritations
HYNSON WESTCOTT & DUNNING, INC.
THANTIS LOZENGES
12 TUBES
Thantis LOZENGES
For Throat Irritations
First Aid For Throat Irritations
Thantis LOZENGES
H.W.&D.
HYNSON WESTCOTT & DUNNING INC.

HYNSON, WESTCOTT & DUNNING, INC.

H.W.&D. Baltimore 1, Md.

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The Velvet Kind
Family Treat

Maker of Friends

A product as well as a person can have friend-making qualities.

Hendlers Ice Cream is such a product. It builds good-will for the dealer who serves it.

First name in ice cream
for over a half-century

The Maryland Pharmacist

PRACTICAL
PROGRESSIVE
PROFESSIONAL

VOLUME XXXIII APRIL, 1958 No. 7

76TH ANNUAL CONVENTION

Convention Headquarters
SHELBURNE HOTEL—ATLANTIC CITY, NEW JERSEY
Maryland Pharmaceutical Association
In Conjunction With—T.A.M.P.A. and L.A.M.P.A.
JUNE 29, 30 AND JULY 1, 2, 1958

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½ doz. 12-oz.—HIGH NOON

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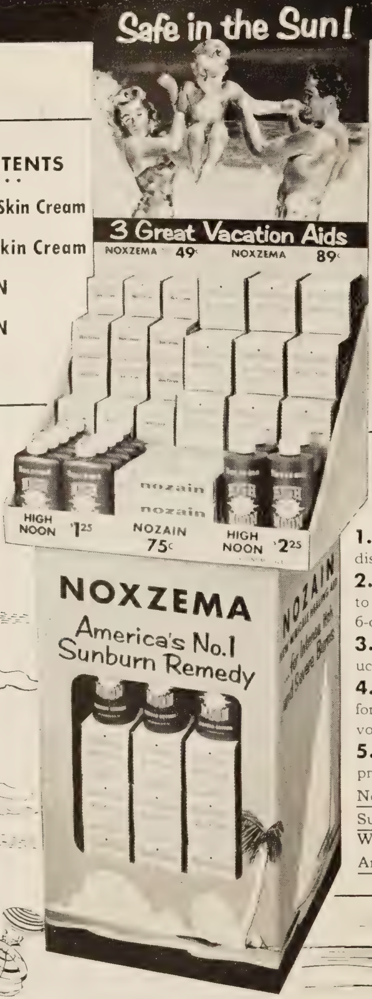
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3 Great Vacation Aids
NOXZEMA 49¢
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HIGH NOON $1.25
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America's No.1 Sunburn Remedy
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...for Intense Heat and Severe Burns

ORDER YOUR DISPLAY TODAY!

HERE ARE THE PROFITMAKERS

1. $3.00 to you per stand display. *No handling charges.*

2. All PM's on High Noon yo to keep. Also retail value of 2 f 6-oz. High Noon.

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Sell the Vitamins Only You Can Sell

It seems almost everyone is recommending vitamins these days...supermarket operators, door-to-door salesmen--even mail-order houses.

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GERIATRIC VITAMIN-MINERAL FORMULA
DISPENSE IN GLASS
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Many of your middle-aged and older customers will appreciate your suggestion that their need for long-term vitamin and mineral therapy can best be met with a Parke-Davis product.

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The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION
Office of Publication: 650 W. Lombard Street, Baltimore-1, Md.
SAratoga 7-0746

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... Editorial ...

THE CONVENTION PROGRAM

The 76th Convention Program of the Maryland Pharmaceutical Association has been meticulously planned. Realizing, of course, that it is impossible to please everybody, the Program Committee, working in conjunction with all other committees, has arranged what it thinks to be, the perfect program.

Some, unfortunately, are not in a position to attend conventions. Some think conventions are a waste of time. On the other hand, there are those who attend conventions to be enlightened so that they may improve both their professional and economic status. Then, there are those who come solely for relaxation, rest and entertainment. It is in consideration of the wishes and comfort of the latter two groups, or a combination of both, that the Program Committee spends months of preparation.

There is no question that the site chosen for the 76th Convention of the Association lends itself as an ideal spot for a successful meeting. Atlantic City, often referred to as the "Playground of the World", has much to offer. The Shelburne is conveniently located on the boardwalk. It has excellent meeting, recreational and sleeping accommodations. Its food is the finest obtainable anywhere.

Because of the dual role that pharmacy plays in being both a profession and a business, the speaking program has been arranged to cover the important details of both facets.

The speaking program will be highlighted by two panel discussions followed by question and answer periods. The first presentation will take place on Monday, June 30th. It will be devoted to "out front" merchandising—giving methods, facts and results. Such able speakers as: Dr. Robert L. Swain, Editor of Drug Topics and Drug Trade News; H. C. VanArsdale, Vice President of Smith, Kline and French, Incorporated; and William C. Fort, Consumer Merchandising expert of Life Magazine, will participate on this panel. Harold M. Goldfeder, third Vice President of the Association will act as moderator.

The second panel discussion will be held on Tuesday, July 1st. It will be devoted entirely to the prescription department and professional pharmacy. Capable speakers such as: Carl K. Raiser, Director of Distribution for Smith, Kline and French, Laboratories; Charles C. Rabe, Manager of Special Projects, J. B. Roerig & Company; and Frederick D. Lascoff, President, J. Leon Lascoff & Son, Incorporated, will man this panel. Gordon A. Mouat, second Vice President of the Association will moderate the discussion.

Reports and business pertaining to the Maryland Pharmaceutical Association and the profession of pharmacy as a whole, will complete the speaking program. With the exception of Sunday's Session, which will take place in the afternoon, all other speaking and business sessions will be held from 11 A.M. until 2 P.M.

The rest of the time will be devoted to entertainment and relaxation. This will include: a floor show and dance on Monday; wienie roast and LAMPA's beach-wear fashion show by Cole of California, at the new Shelburne pool, on Tuesday afternoon; TAMPA's show and dance Tuesday night; and the annual banquet and dance closing the convention Wednesday night. All of these features will be interspersed with cocktail parties and prizes galore.

The Program Committee has left no stone unturned for your ultimate pleasure. The rest is up to you. Come to the 76th Convention and be convinced.

See You At The Convention

now: oral management of certain selected cases of diabetes mellitus

ORINASE*

(tolbutamide, Upjohn)

The long search for an effective oral treatment for diabetes is at last a success. Now, Upjohn's new Orinase can replace insulin injection therapy in selected cases of adult diabetes.

A VAST NEW MARKET. Used investigationally in more than 18,000 patients, Orinase has demonstrated that it is most likely to benefit hundreds of thousands of patients whose disease is relatively mild and stable, is not adequately controlled by dietary restriction alone, and developed sometime after the age of 30 years. In the majority of these patients, Orinase effectively reduces blood sugar and glycosuria.

NOT ALL WILL BENEFIT. Encouraging as this picture is, it is fraught with frustration for those diabetics in whom it is contraindicated (including those with the type of diabetes variously known as juvenile, growth-onset, unstable, or brittle). As a responsible member of the medical community, you can help considerably by explaining to such patients that Orinase is not applicable to all diabetics, and that, if his doctor keeps him on insulin, it is probably because Orinase is not effective in his case.

Even those patients who can be shifted to Orinase may have to return to injections during complications such as infections, fever, severe trauma, etc., after which they can again be controlled adequately on Orinase.

AN OPPORTUNITY—AND A RESPONSIBILITY. Orinase will undoubtedly be prescribed for many of *your* diabetic customers. Please be sure your stock is maintained at a level adequate to meet these continuing needs. Orinase is a potent drug requiring continuous medical supervision. Refilling of prescriptions for Orinase is to be done only following specific instructions of the physician.

SUPPLIED: As 0.5 Gm. scored tablets, in bottles of 50.

*TRADEMARK, REG. U. S. PAT. OFF.

Upjohn

PRESIDENT'S MESSAGE

Dear Fellow Pharmacists:

The time is fast approaching for the 76th Annual Convention of the Maryland Pharmaceutical Association.

As you know, this is the first time the Association is holding a convention in Atlantic City. From all indications everyone is looking forward to spending a few days in the "Playground City of the World". Reservations have been coming in faster than at any previous convention. Although rooms are still available, I wish to remind you to send in your reservation if you have not already done so.

Convention Chairman, Hy Davidov, has kept me well informed on the progress of the convention. There is no question that the convention committee has done an exemplary job in programming an outstanding convention. I feel equally confident that the Committee shall see it through to a successful close on July 2nd.

The Maryland Pharmaceutical Association has had a most active year. We have had three successful Regional meetings—Frederick, Silver Spring and Easton. A visit to the convention will give you an insight as to the workings of the Association. What it means to Pharmacy, Pharmacists, and to those in the allied industries.

When I took office as President, little did I realize the extent of work involved and the services rendered to the pharmacists of our State by the Association. I have become enlightened, and I must add, I have enjoyed every moment of it. Our problems would increase many-fold without the Maryland Pharmaceutical Association. I am grateful for the opportunity afforded me to observe these activities first hand.

With this in mind, I urge you to attend the convention at the Shelburne Hotel, Atlantic City, New Jersey, from June 29th through July 2nd.

I am looking forward to the pleasure of personally greeting you at the convention.

Sincerely,

GEORGE M. SCHMIDT,
President.

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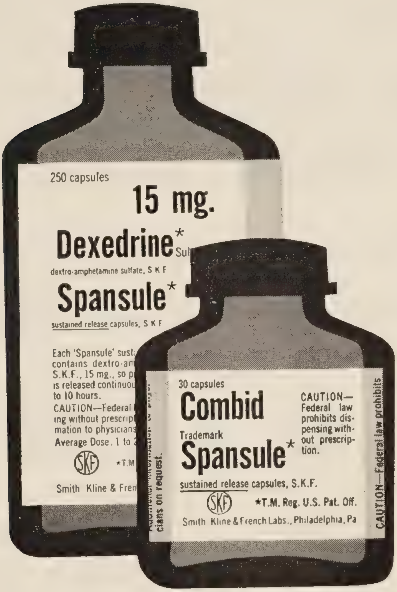
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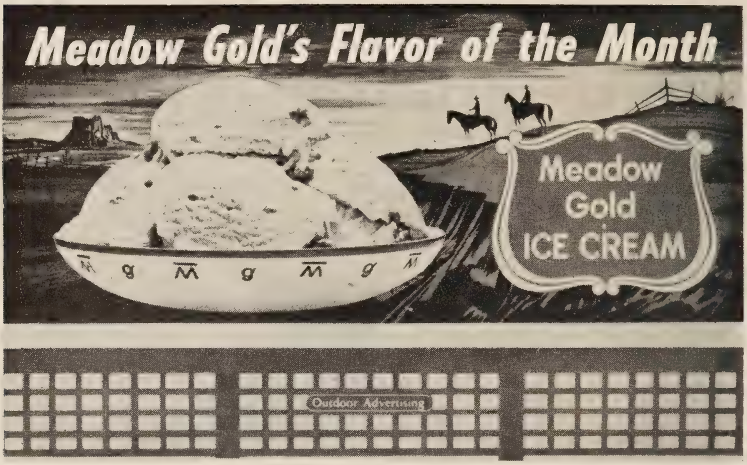
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Tie-in with this great promotion! Feature the MEADOW GOLD "Flavor of The Month" and CASH-IN with bigger sales!

SELLING

Human nature is essentially changeless. Your customers are still motivated by substantially the same desire as a generation ago. These basic desires are as follows:

1. To make money.
2. To avoid physical pain.
3. To attract the opposite sex.
4. To conserve possessions.
5. To protect the family.
6. To be in style.
7. To be popular.
8. To avoid effort.
9. To save time.
10. To emulate other people.
11. To gratifv curiosity.
12. For enjoyment.
13. For the good opinion of others.
14. For cleanliness.
15. For comfort.
16. For beautiful possessions.
17. For safety.
18. For health.

What a wealth of sales opportunities these desires offer to the drug store sales person.

What products can you suggest to customers that will help them satisfy these desires? Why not go over your shelves and display cases and you'll see where each and every item will help one or more of them.

When you do this, countless ideas will come to you for making sales.

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United States & Canada

... Fair Trade News ...

FAIR TRADE STICKER NOTICES

April, 1958

AR. WINARICK, INC.—Page 102-A

Item	F.T.M.
Jeris Antiseptic Hair Tonic—1⅞ oz.	.29
Jeris Cream Hair Tonic—1⅞ oz.	.29
Jeris Hair Oil—1⅞ oz.	.29
Jeris Hair Oil—4 oz.	.49
Jeris Hair Oil—8 oz.	.79

JOHNSON & JOHNSON—Page 45

Johnson & Johnson Cotton Buds—54's	.39
Johnson & Johnson Cotton Buds 108's	.59

BLOCK DRUG—Page 4-B

Ammident Tooth Paste—Medium	.31
Natural Bristle Pycopay Tooth Brush—Adult	.79

LAMBERT-HUDNUT—Page 49

Listerine Tooth Paste—Double Size	.53

MEAD JOHNSON—Page 59

Tri-Vi-Sol Tabs.—24's	$1.25
Tri-Vi-Sol Tabs.—100's	3.99
Poly-Vi-Sol Tabs.—24's	1.35
Poly-Vi-Sol Tabs.—100's	4.39
Deca-Vi-Sol Tabs.—24's	1.49
Deca-Vi-Sol Tabs.—100's	4.79

ORTHO-PHARMACEUTICAL CORP.—Page 69-B

Ortho-Gynol—Pkg. A (with Applicator)	$2.00
Vaginal Jelly—Pkg. B (tube only)	1.50
Vaginal Jelly—Pkg. D (RX tube only)	1.50
Ortho-Creme—Pkg. A (with applicator)	2.00
Vaginal Cream—Pkg. B (tube only)	1.50
Vaginal Cream—Pkg. D (RX tube only)	1.50

NATIONAL BRANDS—Page 7

Item	F.T.M.
Bayer Aspirin—50's	.39

CHESEBROUGH POND'S—Page 49-A

Pond's Talcum Powder—Small	.33
Pond's Talcum Powder —Large	.49
Pond's Dusting Powder	$1.25

MILES LABS., INC.—Page 62

Bactine Standard—Gallon Size	$8.23
Bactine Liquid with Sprayer—6 oz.	1.07

RICHARD HUDNUT—Page 40-A

#25360 DuBarry Eye Cream	$1.50
Closeout Items	
#21910 DuBarry Silverette Creme Rinse	.63
#21920 DuBarry Platinette Creme Rinse	.63
#21940 DuBarry Dandruff Lotion	.50
#25230 Deauville Bath Bubbles	$1.00
#25231 Deauville Sparkle Cologne	1.25
#25233 Deauville Dusting Powder	.88

THE NORWICH PHARMACAL CO.—Page 68

Norforms—12's	$1.50
Norforms—24's	2.50
Nebs—5 gr.—9's—Strip Packed	.29
Saccharin Tabs.—¼ gr.—500's	.59
Saccharin Tabs.—½ gr.—500's	.69

THE STUART CO.—Page 95-B

Softran Tabs.—100's	$11.85

POLK MILLER PRODUCTS CORP.—Page 78-A

Skip-Flea Scratch Powder—4 oz.	.88
Sarcoptic Mange Medicine	$1.00

NATIONAL BRANDS DIV. STERLING DRUG—Page 13

Z. B. T. Powder—4.5 oz.	.33
Z. B. T. Powder—10 oz.	.57

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RHO CHI OMICRON CHAPTER

By **FRANK R. MILIO** and **ROBERT J. KOKOSKI**
Junior Instructors, School of Pharmacy University of Maryland

The subject for discussion this month is the compounding of phenol into prescriptions. Phenol or Carbolic Acid, being a very toxic substance if taken internally, finds its greatest use in prescriptions for topical application due to its local anesthetic or its anti-infective action.

There are two forms of phenol official in the U.S.P., crystalline phenol and liquefied phenol, the liquid form being actually a solution of 10% water in phenol.

Phenol is soluble in water to the extent of about 6-7% and water is soluble in phenol to the extent of about 10-12%. Mixtures of phenol and water between these ranges produce a two-phased cloudy mixture of immiscible liquids.

Phenol is very soluble in alcohol, in glycerin, in chloroform, in ether, and in fixed and volatile oils. Very soluble means that 1 part of phenol will dissolve in less than 1 part of the solvent.

Due to this soluble nature of phenol in glycerin, an equal mixture of phenol and glycerin is miscible with water. This fact should be kept in mind if phenol is prescribed in a rather high concentration for incorporation into aqueous media, and particularly if it is to be incorporated into water washable ointment bases or creams.

Either crystalline phenol or liquefied phenol may be used if the phenol is to be dissolved in an aqueous media. However it should be remembered that the liquefied form contains only about 90% of pure phenol and calculations for the correct quantity to be used may be necessary.

Only crystalline phenol should be used if the prescribed vehicle is petrolatum or a fixed oil. If the liquefied form is incorporated into an oily vehicle, the water present would cause cloudiness and eventual separation into an aqueous layer.

To facilitate the solution of crystalline phenol in petrolatum or fixed oil, it is advisable to first melt the phenol. Small amounts of melted phenol can be weighed easily on a tared piece of weighing paper which has been coated with a film of petrolatum.

The use of the proper form of phenol is important to insure its complete solution in the prescribed vehicle or base.

Nearly 27 percent of U. S. drivers involved in 1957 traffic fatalities were under 25 years of age.

Passenger cars were involved in over 78 percent of all U. S. traffic fatalities in 1957 and in 86 percent of traffic injuries.

In 1957, there were over 370 persons killed while crossing at an intersection with signal. Remember, cross cautiously.

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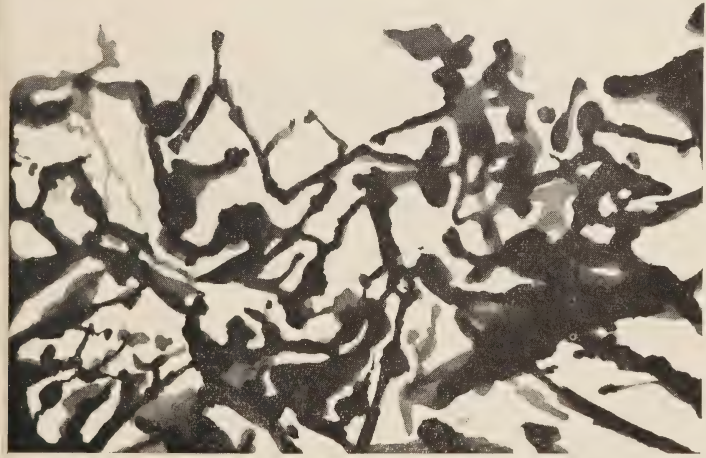
VARIDASE* BUCCAL
STREPTOKINASE-STREPTODORNASE LEDERLE
Tablets

STEM THE TIDE OF IMFLAMMATION IN INJURIES AND INFECTION.

NOW FOR THE FIRST TIME, CLINICALLY PROVED STREPTOKINASE IN PRACTICAL, EASILY TAKEN BUCCAL TABLETS. EXTENSIVE DETAILING AND ADVERTISING NOW UNDER WAY, BASED ON THE CLINICAL RESULTS OF THIS STRIKING, NEW DEVELOPMENT IN THERAPEUTICS.

STOCK NOW! MEET THE NEW HIGH TIDE IN PRESCRIPTIONS!

BOTTLE OF 24 TABLETS: PRICE TO RETAILER $6.00



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Volume 16 APRIL, 1958 No. 10

T.A.M.P.A. LADIES NIGHT

The Annual Ladies Night Dinner-Dance was held at the Toll House, Catonsville, on April 19th. The gala occasion was enthusiastically attended.

* * *

FORTY-SECOND MEETING

The 42nd Annual Meeting of the Travelers will be held at the Shelburne in Atlantic City, June 29, 30 and July 1, 2, 1958, in conjunction with the Convention of the parent organization, the Maryland Pharmaceutical Association.

T.A.M.P.A. is cooperating with the M.P.A. in every respect. We are helping to arrange an entertaining program as well as encourage attendance. Both are necessary for a good Convention. We are doing everything possible toward the success of the Convention in every respect.

T.A.M.P.A. will sponsor a surprise TV Show on Tuesday evening, July 1st. The Annual Business Meeting and Election of Officers will take place Wednesday morning, July 2nd. Many other interesting events will make the Convention worthwhile.

Let's make a good showing—send in your reservation now.

SKF EXPANDS SERVICES

Smith Kline & French Laboratories has created two new positions in its Distribution Department to broaden the company's relations with wholesale distributors and national and state pharmaceutical associations, Carl K. Raiser, Director of Distribution, announced.

Robert J. Bolger, former administrative assistant to Mr. Raiser, has been appointed Manager of Retail Relations to develop liaison between SKF and pharmacists and their organizations.

Thomas E. Kennedy, a former administrator in the Professional Service Department, has been appointed Manager of Trade Relations. He will insure the efficient and economical distribution of SKF products to wholesalers and retail pharmacists.

Mr. Bolger, a graduate of Villanova University, Philadelphia, joined Smith Kline & French in 1952. Mr. Kennedy a graduate of St. Joseph's College Philadelphia, joined SKF in 1954.

Week-ends are the most dangerous time to be on U. S. highways. In 1957 more than 55 percent of all fatalities occurred on Fridays, Saturdays and Sundays.

1958 SPRING-SUMMER OFFERS

RHULISPRAY* and

ANALGESIC-ANESTHETIC LEDERLE

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MODERN SPRAY-ON FORM OR SOOTHING, NON-STAINING CREAM

Unbeatable analgesic-anesthetic formula—plus Zirconium—gives instant itch relief in poison ivy, poison oak, insect bites...stops pain of minor skin irritations.

SPECIAL "CUSTOM ASSORTMENT" DEAL!

Buy 144 in any combination of dozen units!

Get 3 free in every dozen!

72 Unit Custom Assortment – 2 Free Per Dozen

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Deal expires May 31, 1958

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FAST RELIEF
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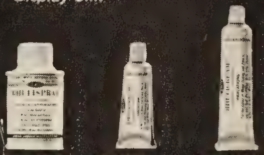
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RHULISPRAY – 3 oz.: Carton of 12 **RHULICREAM – 1 oz.: Carton of 12** **RHULICREAM – 2 oz.: Carton of 12**

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-: NEWS ITEMS :-

CALVERT DRUG COMPANY PAYS TRIBUTE TO CHARLES S. AUSTIN, JR.

He has passed beyond the Great Divide. His death will become a terrible void in the ranks of all pharmaceutical affairs in this state as well as the Board of Directors of the Calvert Drug Company. No man, who has ever served as a member of the Board and later as President of the Calvert Drug Company, has been more sincere, honest, conscientious and devoted to the welfare of the progress of the company than our dear friend Charles Austin.

The Calvert Drug Company and the pharmaceutical industry in Maryland has suffered a severe and irretrievable loss in his death.

While it is true that the tragedy did not strike suddenly and swiftly, it still seems incredulous that he is no longer with us. Though realizing the finality of his demise, it is still unbelievable that he has passed away.

But perhaps it is not altogether true, for here in this Board Room wherever we turn we shall always see him at the head of the table.

We shall see him as a man who with an unswerving devotion and an indomitable will, breathing life and strength and permanence to the company which was so dear to him.

His was a restless energy, and when after tireless days, weeks and months, we were located in our new home on this site, his dream had fully come true, and to him the thrill of this achievement, in which he played such an important part, was reward enough; the sense of accomplishment his recompense.

His one great love outside of his family that he spoke about with such pride and admiration was the monument he helped to erect, the Calvert Drug Company, not the mortars and bricks, but as one of the leading wholesale drug cooperatives in the United States.

We bid our friend farewell. We are fully aware what his absence at these meetings as President of the Board will mean to us.

He lived fully. He lived always with the thought of always trying to help his fellowman.

We know there is little we can say to his wife and children to assuage their anguish in their hour of bereavement, except to express our deepest sympathy, and to derive a measure of comfort for what he has accomplished toward making this a better world for his fellowman to live in.

His devotion, his tireless energies for the benefit of the Calvert Drug Company will always leave an indelible impression upon all of us who have so greatly benefited thereby.

We pray that the Almighty give strength to his wife and children to carry on for the man who was such a devoted husband and father.

The Burrough Bros. Mfg. Co.

Quality Pharmaceuticals Since 1863

123 Market Place, Baltimore 2, Md.

Phone: Plaza 2-6733

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CHEESE PEANUT BUTTER SANDWICHES
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CHEESE PEANUT BUTTER SANDWICHES

for Quality, Taste,
Repeat Sales and
Faster Profits . . .

AUSTIN PACKING CO., INC. • BALTIMORE 3, MARYLAND

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I L TOY COMPANY

Headquarters For

TOYS

GAMES

NOVELTIES

Come and Browse — See Our Complete Stock of Nationally Advertised Brands of Toys at Our Christmas Show July 13 through July 27 at 1023 East Baltimore Street.

LET US HELP YOU TO:

1. **Increase Store TRAFFIC**
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Visit our exhibits at the

Baltimore Metropolitan Pharmaceutical Association

DRUG AND GIFT SHOW

SEPTEMBER 9, 10 and 11 at the Emerson Hotel

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1023 E. Baltimore Street **Telephone BR. 6-3695**

Affiliate Member of the Maryland Pharmaceutical Association

A MESSAGE FROM THE GENERAL CHAIRMAN OF THE CONVENTION

Convention plans have progressed according to schedule. Cooperation has been excellent. This will make our first convention in Atlantic City. From the enthusiasm being shown, we are optimistic as to the final outcome. Although we have been confronted with new procedures in arranging the Convention, the cooperation I have received has made my task a pleasure.

Hotel reservation and advance registration forms have been mailed to every pharmacy in Maryland; every member, Active, Associate, and Affiliated; and to the members of T.A.M.P.A. The Ladies Auxiliary have notified their membership through their own mailing. If you have not received this information, let us know and we shall send it to you by return mail. Most important is to mail both forms back to us promptly with your check covering REGISTRATION FEES ONLY. This will prevent inconvenience at the hotel desk as no rooms will be assigned unless you register first. If by some chance you will find it necessary to cancel, the registration fee will be refunded. You lose nothing, but you do save time and inconvenience through advance registration.

The choice of Atlantic City for the Convention was a unanimous decision made by The Executive Committee of the Association. An outstanding program has been arranged that should please all.

Atlantic City, the "Playground City of the World," is one of the nation's most popular resorts. It is about 150 miles from Baltimore—about 3½ hours comfortable driving over good roads. Follow route 40 direct to Atlantic City.

The Shelburne, where the Convention will be held, offers many fine facilities for a successful Convention. This includes choice sleeping accommodations for 600 people in the main hotel; a brand new motel adjoining the hotel; and air-conditioned dining room, ballroom and meeting rooms.

Recreational facilities are also tops. Besides all the boardwalk features Atlantic City has to offer, the Shelburne has a spacious Solarium, air-conditioned game rooms, comfortable lobbies and lounges, and a dining room famous for its excellent cuisine. A new swimming pool will be completed in time for our Convention. Pool-side entertainment has been arranged by L.A.M.P.A.

Other features filling a stellar program will include: a Broadway Floor Show; 1957 Convention Film; Surprise TV Show by T.A.M.P.A.; Beach Fashion Review at the Pool; Wienie Roast and Barbeque; Cocktail Parties, Dancing; and the Annual Banquet. All of this will be supplemented with refreshments and prizes and surprises galore.

The business and speaking program has been well planned. Sunday's session will take place from 3 to 5 P.M. The hours for session Monday, Tuesday and Wednesday are from 11 A.M. until 2 P.M. daily. This schedule has been arranged to afford you leisure time. Valuable attendance prizes will be distributed during each business session. Prizes will be awarded at other functions of the Convention also.

Attendance of the business sessions will give you an insight as to the efficient workings of the Association, as well as an opportunity to hear well informed speakers.

As General Chairman of the Convention, I want to express my appreciation to my Co-Chairman, Gordon A. M[illegible]at, and to all the subcommittee chairmen and their respective committees for their efforts and a job well done. This includes the Travelers and Ladies Auxiliaries, who have played such an important role in our Conventions.

Again I want to remind you to send in your reservation for the 76th Convention. Many thanks for your support.

HYMAN DAVIDO
General Chairman

Program 7

MARYLAND PHARMA

in conjunction with the Tr

SHELBURNE HOTEL, ATLANTIC CITY,

Registration in the Georgian Lounge

SUNDAY, JUNE 29—FIRST SESSION—KERRY HALL

3:00 P. M. Convention Call to Order—President George M. Schmidt
Opening Remarks—President Schmidt
Communications
Committee Reports
Treasurer's Report
Secretary's Report
Announcements
Adjournment

MONDAY, JUNE 30—SECOND SESSION—KERRY HALL

11:00 A. M. Call to Order—President George M. Schmidt
Early Bird Attendance Prize
Invocation
Address of President Schmidt
Panel Presentation: "Operation Front and Center"
H. C. VanArsdale, Vice President, Smith, Kline and French, Inc.
William C. Fort, Consumer Merchandising Expert, Life Magazine
Dr. Robert L. Swain, Editor, Drug Topics and Drug Trade News
Moderator—Harold M. Goldfeder, Third Vice President, MPA
Announcements
Attendance Prize Drawing
Adjournment

ENTERTAINMENT FEATURES:

5:00 to 7:00 P. M.—Cocktail Party—Loewy Drug Company, Inc.
9:00 P. M. Dancing
10:00 P. M. New York Floor Show Followed by Dancing until 1:00 A. M.
11:00 P. M. Refreshments
Dancing and Entertainment in Ballroom

TUESDAY, JULY 1—THIRD SESSION—KERRY HALL

11:00 A. M. Call to Order—President George M. Schmidt
Presiding—First Vice President Frank Block
Early Bird Attendance Prize
Report of the Board of Pharmacy—Dr. Francis S. Ballassone, Secretary of the Board and Chief, Division of Drug Control, Maryland State Department of Health
Report on the School of Pharmacy, University of Maryland—Dr. Noel E. Foss, Dean

Convention

UTICAL ASSOCIATION

rs' and Ladies' Auxiliaries

ERSEY—JUNE 29, 30, JULY 1, 2, 1958

Panel Presentation: "Operation Professional"
Carl K. Raiser, Director of Distribution, Smith, Kline & French, Laboratories
Charles C. Rabe, Manager of Special Projects, J. B. Roering & Co.
Frederick C. Lascoff, President, J. Leon Lascoff & Son, Inc.
Moderator—Gordon A. Mouat, Second Vice President MPA

ENTERTAINMENT FEATURES:
11:00 A. M. Ladies Auxiliary Annual Meeting—Brady Room
2:30 P. M. Wienie Roast—New Empress Swimming Pool
3:30 P. M. Beach Wear Fashion Show by Cole of California—New Empress Swimming Pool
5:00 to 7:00 P. M. Cocktail Party—The Henry B. Gilpin Company
9:00 P. M. 1957 Convention Review—A Film Presentation by George M. Schmidt — Ballroom
9:30 P. M. T.A.M.P.A. Surprise TV Show—Ballroom
10:00 P. M. 'Til 1:00 A. M. Dancing—Ballroom
11:00 P. M. Refreshments

WEDNESDAY, JULY 2—FOURTH SESSION—KERRY HALL
11:00 A. M. Call to Order—President George M. Schmidt
Early Bird Prize Drawing
Communications
Report of the Nominating Committee
Election of Officers and Members of the Executive Committee
Election of Three Nominees For Appointment of One by the Governor to the State Board of Pharmacy
Report of the Committee on Resolutions
Old Business
New Business
Announcements
Attendance Prize Drawing
Adjournment of the Convention
11:30 A. M. Travelers Auxiliary Meeting—Brady Room
3:00 P. M. Meeting of MPA Officers and Executive Committee—Brady Room

ENTERTAINMENT FEATURES:
6:00 to 7:00 P. M. Cocktail Party—Calvert Drug Company & Washington Wholesale Drug Exchange
7:00 P. M. Annual Banquet and Dance
Pharmacy Week Awards
Installation of Officers
Guest Speaker—The Honorable J. Millard Tawes

Badges Must Be Worn And Tickets Presented At All Events

EVERYBODY'S

COMING!

RESERVATIONS ARE POURING IN

for the

76th ANNUAL CONVENTION

MARYLAND PHARMACEUTICAL ASSOCIATION

held in conjunction with

T.A.M.P.A. and L.A.M.P.A.

at the

SHELBURNE HOTEL
ATLANTIC CITY, NEW JERSEY

JUNE 29, 30 and JULY 1, 2, 1958

DO WE HAVE YOUR RESERVATION?

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MARYLAND PHARMACEUTICAL ASSOCIATION
CONVENTION HOUSING COMMITTEE
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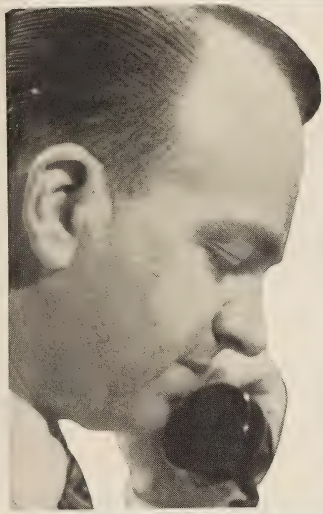
BALTIMORE 1, MARYLAND



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Pharmaceutical Specialist

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? pricing

? dosage

? usage

? availability

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The Henry B. Gilpin Co.

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Serving Metropolitan Baltimore, Delmarva Peninsula, Southern Pa.

Full Line, Full Service Wholesaler Since 1845.

E. D. S. . . .

new Emergency
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A new rush service for emergency fill-ins when stocks run out or a new drug is called for.

Call MU. 6-8400

PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacists:

One of the best meetings the Association has ever had, was presented by Albert Heydemann, Gilt Edge Photo Service. It was well planned and dynamically presented. The meeting was held on April 17th at the Kelly Memorial Building.

The theme of the presentation was: "May Time Is Picture Time". The meeting was arranged to tie in with a national campaign on amateur photography.

Mr. Heydemann was ably assisted by Mr. James D. Murphy, District Sales Representative of the Eastman Kodak Company and Mr. John Davidson, Southern District Sales Representative of Photo Lamp Department, General Electric Company.

This team of experts not only explained but also demonstrated how the average drug store could develop an active and profitable photography department that would in time increase store traffic, thereby benefitting other departments in the store.

A question and answer period followed the presentation, free selling kits were distributed and valuable prizes were drawn. Everybody left enthused. Sorry you missed it. Join us next time. We do have good meetings.

At this time, I would like to bring the Convention of the Maryland Pharmaceutical Association to the attention of the Baltimore Metropolitan Pharmaceutical Association.

The Convention is being held at the Shelburne Hotel in Atlantic City, June 29th through July 2nd. Every member should make an effort to attend in support of the MPA. An exceptionally fine speaking and entertainment program has been arranged. The entire program has been geared to provide information and pleasure for all who attend. I have had an opportunity to take an advance peek at the program—it is a good one.

If you have never attended a Convention before, why don't you make this your first one? Of course, if you are a regular, I know I will see you in Atlantic City.

Sincerely,

ALEXANDER J. OGRINZ, JR.
President

PROFESSIONAL RELATIONS

The combined Professional Relations Committees of The Maryland Pharmaceutical Association and The Baltimore Metropolitan Pharmaceutical Association manned a pharmacy exhibit at the annual meeting of the Medical and Chirurgical Faculty of Maryland. The meeting was held at the Alcazar in Baltimore, April 16, 17 and 18. The theme of the exhibit was narcotic prescriptions. Aaron M. Libowitz is chairman of the M.P.A. Committee and Stephen J. Provenza is chairman of the B.M.P.A. Committee.

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AND PLEDGE!

BETTER SERVICE TO THE PHARMACISTS OF THE BALTIMORE AREA WITH A "LOEWY FIRST" OUR EMERGENCY PRESCRIPTION SERVICE (E.P.S.) GUARANTEES

1. NO MORE LOST PRESCRIPTION SALES
2. ELIMINATES OVERSTOCKING
3. INCREASES YOUR PRESCRIPTION VOLUME

DELIVERIES AT 12 NOON—3 P.M.—6 P.M.
IN ADDITION TO YOUR REGULAR DELIVERIES

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"Baltimore's Progressive Wholesaler"
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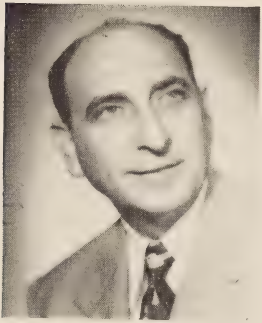
LOEWY ADDS OFFICERS

MARTIN ROCHLIN



HARRY WEINBERG

Martin Rochlin and Harry Weinberg have been elected Vice Presidents of Loewy Drug Company, Inc., 1100 North Chester Street, Baltimore, Maryland, as announced by David I. Estrin, President of Loewy Drug Company, Inc.

PLAN FOR 'PHARMA-UTOPIA' WINS $750

A "professional punch" program calling for prompt attention to professional appeal, merchandising and salesmanship in drug stores, has won the grand prize in a nationwide pharmaceutical economics essay contest.

Author of the essay, who this week will receive a mortar and pestle trophy and cash awards totaling $750, is Mrs. Venda Holt, a junior student at the University of Washington College of Pharmacy in Seattle and mother of two high school children.

The contest was sponsored by J. B. Roerig and Company, New York, a pharmaceutical division of Chas. Pfizer & Co., Inc. Cash prizes were offered in four categories, open to sophomore, junior, senior and graduate students in accredited U. S. pharmacy colleges.

Mrs. Holt told how an average drug store in an average town, "with the average problems created by a nearby supermarket" could win new prestige and patronage. Achieving a "pharma-utopia" depends on pleasing two people —the doctor and the woman shopper, she declared.

Pointing out that the prescription department is the heart of a pharmacy, she called for more consistent service to physicians.

Ample supplies of pharmaceuticals and immediate sharing of new product information with interested physicians are vital, she said. So, she added, are accurate compounding and dispensing in accordance with prescription orders and "guarding against all unethical or pseudo-ethical practices."

Mrs. Holt called for the elimination of "noisy bargain-sale signs and messy counters." Hidden price methods — "obvious time-wasters and display manglers"—are taboo, she said.

Mass displays allow room for readable price tags. An abundance of smartly packaged goods encourages patrons to buy more, she asserted. Mrs. Holt concluded her essay with a department-by-department description of an intelligently organized pharmacy.

"The bell has sounded in an economic fight we are easily qualified to win," she declared. "This is the test in which we can prove our fitness as intelligently functioning **pharmacists.**"

Her essay was titled "Professional Punch Plan for Combatting Drug Sales in Non-Drug Stores."

TROJANS PLEASE

The repeat sales you get from pleased, quality-insistent Trojan customers have far-reaching benefits for you.

Trojans—sold in pharmacies only and the leading brand name in prophylactics—symbolize at once your position as a member of the community health team.

Trojans (and your front-rank names in other drug merchandise) establish your pharmacy as the only source of every family health need. No non-drug competitor can ever attain your professional standing.

To your customer Trojans mean product perfection, assured by our unremitting improvement program. To you, Trojans mean the widest margin of protected profit.

Why do Trojans account for more than 50% of all prophylactic sales in pharmacies*? Because . . . TROJANS PLEASE.

*From world's leading market research organization

TROJANS

PROFIT PROTECTION • PRODUCT PERFECTION •

YOUNGS RUBBER CORPORATION

HARRY L. SCHRADER ELECTED CALVERT PRESIDENT

The Board of Directors of The Calvert Drug Company, Inc., elected Harry L. Schrader, President to fill the vacancy caused by the death of Charles S. Austin, Jr.

Nelson G. Diener was named Vice President succeeding H. L. Schrader.

Treasurer, Assistant Treasurer and Secretary remain the same, Frank J. Macek, Frederic T. Berman and J. F. Wannenwetsch respectively.

Frank Block, Curtis Bay Pharmacy was selected a Director to fill the unexpired term of Chas. S. Austin, Jr.

Other Board Members are Si Solomon, J. L. Kronthal and Lloyd N. Richardson.

PATRONIZE OUR ADVERTISERS

THEY ARE OUR FRIENDS

IS YOUR SLIP SHOWING?

If your sales have a decided tendency to slip 'n' slide, you can make them "straighten up and fly right" by featuring Abbotts or Jane Logan DeLuxe Ice Cream . . . proven in over 36 years to do for sales what penicillin does for humanity.

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ABBOTTS ICE CREAM CO.
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Delvale
DANNY DELVALE

OPEN SECRET

Making high-quality ice cream in a variety of flavors is the secret of Delvale's success . . . Anyone who buys or sells Delvale ice cream soon finds it out for himself . . . It's an open secret.

But now dealers everywhere are learning another secret about Delvale ice cream: **Delvale means increased ice cream sales, higher ice cream profit from rapid turnover, and greater buyer traffic.**

Find out what Delvale can do for you. Call us for information, today.

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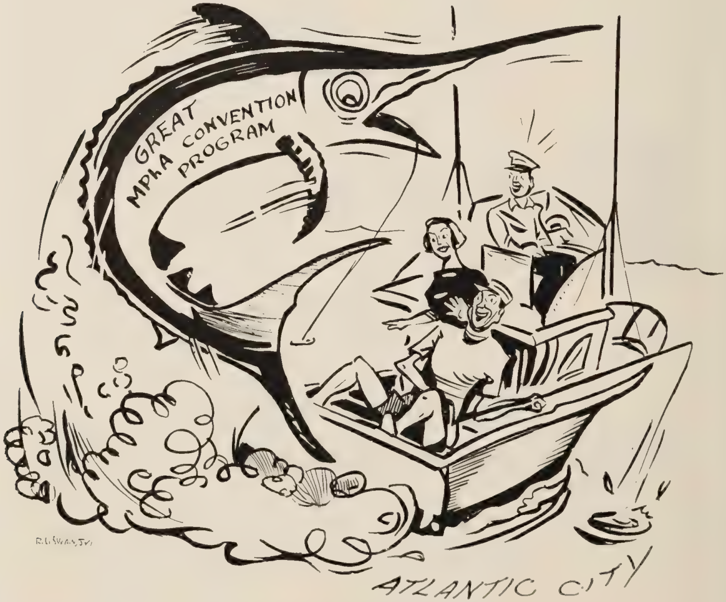
SUBSTITUTION ACTION

The sum of $5000 was recently awarded to The Upjohn Company in a substitution lawsuit against the Pelham Pharmacy of New York City. The suit was brought against this retail pharmacy for substituting on prescriptions for Upjohn products. The $5000 represented reimbursement to be paid by the defendant for attorneys' fees incurred by Upjohn in connection with the lawsuit. In addition, the court entered judgment against the defendant for court costs and profits that were proven to have been made by substitution for Upjohn products. Judge Edward J. Dimock of the United States District Court for the Southern District of New York held that substitution constitutes trademark infringement and unfair competition.

Counsel for the Company believe that this is the first time a court has decided the measure of financial recovery in a drug substitution case at the retail level. Judge Dimock said:

> " . . . the offense which has been committed is an extremely serious one, and I think that it is for the public good that the damages which must be paid as a result of such an offense should be substantial."

Company counsel believe this decision will emphasize the seriousness of substitution and that the small minority of retailers who may be tempted to substitute will realize that there is no place for such unfair competition in the phar-



THIS YEAR'S RECORD BREAKER!

. . . then you're not from Laredo?

"Never been to Texas in my life. I run a drug store in Atlanta, G.A."

Why the ten-gallon hat?

"Secret compartment for spending money."

U-m-m-m. Oil well on the side?

"Nope — a Sealtest fountain on the side, and near the rear. Pulls 'bar flies' through every department in my store."

And you're getting rich off that?

"Doing all right. Folks keep coming back for Sealtest's *quality* ice cream. Buy lots of other stuff, too."

Sounds like a hot deal.

Could you cut me in?

"Sure — I've got *my* neighborhood sewed up. Just call your local Southern Dairies salesman. He'll give you the low-down on high fountain profits."

sells
your
store . . .

Sealtest
TRADE MARK
ICE CREAM

maceutical profession. Other pharmacists and manufacturers alike are damaged by this practice.

During the four-day trial a number of witnesses were called to the stand, including a partner and an employee of the Pelham Pharmacy. Evidence was introduced to show that on a number of occasions the defendants substituted when prescriptions were presented for Cheracol, Cortef, and Zymacap, three of Upjohn's major specialty items.

Company officials stated that the Company's views were reflected in a statement by Judge Dimock who said the award

> " . . . would serve to defray the expense of bringing a suit of this sort . . . and . . . that it would serve as an example to others, and perhaps in that way reduce the number of cases that the plaintiff had to fight."

The Company is aware of numerous other instances of such unfair competition and has an extensive program underway to curb it. There are several signs which indicate when a retailer commences to substitute. The Upjohn Control Division has developed specific tests for detecting imitations of its products.

DRUG STORE CHANGES

New Stores

Fribush Pharmacy, 3600 Malden Avenue, Baltimore 11.

Sun Ray Drug, 5820 Hillen Road, Baltimore 12.

Owings Mills Pharmacy, Burton L. Katz, 11000 Reisterstown Rd., Owings Mills, Md.

Change of Ownership

Lubins Pharmacy - to Anthony Allen, 3rd, 2327 W. North Avenue.

Futtermans Pharmacy - to Aaron Rosenstein, North & Harford Avenues.

CALTONE

A Soothing LOTION

For Minor Skin Irritations

1 Doz. 4 oz. $3.50

2 Free With Each Doz.

F.T.M. $.69

BUPEC

An Effective DIARRHEA MIXTURE

1 Doz. 4 oz. $3.50

2 Free With Each Doz.

F.T.M. $.59

1 Doz. 8 oz. $5.40

2 Free With Each Doz.

F.T.M. $.89

BYE-BUG

A Fine INSECT Repellent

ODORLESS— GREASELESS

1 Doz. 2 oz. $3.50

2 Free With Each Doz.

F.T.M. $.59

The National Pharmaceutical Mfg. Co.

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ARE YOU MISSING SOMETHING?

New forms of insurance coverage now available offer increased protection, simplicity of handling plus premium savings.

Our representative will call on you to discuss these new policies so that you may be sure your insurance program is up-to-date.

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Feature the candy that creates quick turnover and repeat business. Profit by the ever-growing demand for Schrafft's —recognized by candy-lovers everywhere as supreme in quality and flavor.

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Miniature Chocolates

It pays to promote Schrafft's Chocolates!

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14. E. Lombard St., Baltimore

Distributors of SCHRAFFT'S CHOCOLATES

NEW VETERAN'S PRESCRIPTION PRICING SCHEDULE

The Veterans Administration will offer contracts to state pharmaceutical associations for the 13th consecutive year of the V. A. Hometown Pharmacy Program starting July 1, 1958. The new contracts will reflect several important changes under which local participating pharmacists and the state associations will benefit to the extent of receiving more adequate compensation for services rendered.

A revised prescription fee schedule increases fees for non-prefabricated Rx medications by an average of about 20 per cent. It also increases the minimum fee for any prescription from 50c to $1.00. With respect to prefabricated medications, the only change involves an adjustment of the fees for less than full package quantities by providing a mark-up of 75 per cent for quantities having a wholesale cost of $4.00 or more.

Terms of the revised contract were negotiated by officials of the Veterans Administration headed by Chief Pharmacist Vernon Trygstad with a committee of the National Conference of State Pharmaceutical Association Secretaries.

New schedules are being prepared and will be made available before July 1, 1958.

INFORMATION PLEASE

In line with the program of the Maryland Pharmaceutical Association to render maximum assistance to its membership, an information service is being established at Association headquarters.

Members are invited to write or telephone the Association Office concerning professional, legislative, commercial or legal problems associated with the practice of pharmacy. Every effort will be made to provide answers to inquiries. Matters of general interest will be published as a monthly feature column.

TO BE SURE!

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For fast-quality service at regular prices

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SODA FOUNTAINS & FOOD SERVICE EQUIPMENT

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PLaza 2-2207

NARCOTIC INFORMATION

The Maryland Pharmaceutical Association has prepared revised information concerning the handling of narcotic drugs by pharmacists and those authorized by law to prescribe them in the State of Maryland.

This information, prepared in card form for posting, is being distributed to the pharmacies of Maryland by the Division of Drug Control, Maryland State Department of Health.

The card explains the various categories of narcotic drugs and puts particular emphasis on those narcotic drugs which require a written prescription and those which may be taken orally, by phone or otherwise.

The Association is disseminating this information in the interest of public health and welfare. Both State and Federal laws are specific in the proper handling of narcotic drugs. Pharmacists are morally and legally responsible to see that all respect and adhere to the law.

Headquarters for
HOOVEN LETTERS
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SAratoga 7-5172, 73

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WORLD'S FINEST SALTED NUTS

Double Kay
NUT SHOP

Fresh From Our

Double Kay NUT SHOP DEPARTMENT ®

The leading drug store owners in your state will tell you the Double Kay Nut Shop is producing more sales and profits than any item in the drug store occupying similar space.

IF —— you have a clean, first-class drug store, let us reserve a Nut Shop for you.

THE KELLING NUT CO.
2800 W. Belmont Ave. **Chicago 18, Illinois**

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TO YOUR CIGAR DEPARTMENT

AND SCORE A HIT . . .

America's Favorite Cigars

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KING EDWARD

IGNACIO HAYA GOLD LABEL

KEEP THESE FINE CIGARS IN YOUR LINE-UP

Daniel Loughran Company, Inc.

DISTRIBUTORS

Baltimore — Hagerstown — Washington

GOOD HOUSEKEEPING CONSUMER PANEL REPORT ON VITAMINS

A VITAMIN SURVEY has just been completed by Good Housekeeping Magazine. It was taken from a proportional sample of its readers and reveals that 81% take vitamins in some form.

In well over half the families questioned, vitamins are dispensed to both parents as well as to the children; and 62% take them regularly **all year round** and feel that they are a necessary supplement to the modern diet.

Most (87%) buy vitamins that are prescribed or recommended by their doctors. Except for a small percentage, which are specific doctor-prescribed formulas, these are brands that can be sold over the counter in drug stores.

This survey is available from Good Housekeeping upon request. It has almost 20 pages of comments from surveyed individuals. On the whole these show confidence in vitamin-taking as a preventative against fatigue, colds and general mal-ease. Among the comments are many plaintive requests for more and better information on the subject.

RICHARD F. HUPFELD, SALES MANAGER FOR SUBURBAN CLUB CARBONATED BEVERAGE COMPANY

The Suburban Club Carbonated Beverage Co., Inc., has announced the appointment of Mr. Richard F. Hupfeld as sales manager. Mr. Hupfeld is a native Baltimorean and an enthusiastic supporter of many community activities. He lives with his wife, the former Hope McQuain, at 207 Rogers Forge Rd.

A man with many years of beverage sales experience Mr. Hupfeld was with Suburban Club from 1940-1948. He then

"PRE-SOLD"
by thousands of dollars
of effective advertising.
STOCK . . . DISPLAY
. . . AND SELL PEPSI

Pepsi-Cola
Pepsi-Cola

PEPSI-COLA
Bottling Co. of Baltimore
LE. 9-7171

"Drug Store Action"

"DRUG STORE ACTION"
is WBAL and WBAL-TV's
POWERFUL COOPERATIVE
MERCHANDISING PLAN

2 PROGRAMS WEEKLY
WBAL radio every Friday
night 6:05 to 6:30 P.M.

WBAL-TV
Every Friday Morning
9:30 to 9:45 A.M.

"Drug Store Action" enlists the support of Maryland's 720 independently owned Drug Stores for approved products advertised on

WBAL and WBAL-TV
50,000 watts maximum power
dial 1090 Channel 11
NBC affiliates

Accepted By Pharmaceutical Profession Since 1890

MANHATTAN DRUG CO.
156-158 Tillary Street
Brooklyn 1, N. Y.

Manufacturers of
DRUG SPECIALITIES
Stearns and Patch Private Label Formulas
Buyers Imprint M-D-C Label

Neo Hist Nasal Spray—Neo Hist Capsules & Tablets
Thriocain Lozenges—Nervtabs—Gum Jel

Represented by

I. M. (Irv.) Fischer, Jr.
Alhambra Apts—Lake Drive
Phone LA. 3-4624
Baltimore 17, Md.

H. R. (Hank) Bartos
Route #1
Montgomery Road
Ellicott City, Md.

spent a year with National Brewing and 9 years with Anheuser-Busch. At Anheuser-Busch, Mr. Hupfeld was the manager of an area encompassing three states. In returning to Suburban Club, Mr. Hupfeld will pilot the sales program of the largest independent carbonated beverage bottler in Maryland.

In sorrow the thoughts of your friends blend with yours.

CHARLES S. AUSTIN, JR.

It is with a feeling of sadness that we call attention to the untimely passing of a beloved past president of the Maryland Pharmaceutical Association, Charles S. Austin, Jr. Mr. Austin died on April 11, 1958 after an illness of a year.

The fact that he had been called upon to fill every important office involving pharmacy in Maryland is proof of the high regard in which he was held by all. His work on the Board of Pharmacy, of which he was president at the time of his death, and as president of the Calvert Drug Company, was of the highest order. His participation in the work of the Special Committee functioning under the Baltimore City Health Department with respect to medical care for the indigent was one which brought great credit not only to him as an individual, but to the profession as a whole.

He was highly regarded because we all know that he was a man of high principle, earnestly and sincerely dedicated to his profession. We shall miss him for a long, long time.

We express our deepest and heartfelt condolences to his wife and children and to all that were near and dear to him. May his soul rest in everlasting peace.

ALVIN SCHWARTZ

It is with deep sorrow that we report the sudden passing of Alvin Schwartz, proprietor of Gitomer's Pharmacy, Glen Burnie. Mr. Schwartz died on April 30, 1958 at the age of 43 years.

He was a member of the Maryland Pharmaceutical Association and the Baltimore Metropolitan Pharmaceutical Association. He took an active interest in his profession and attended its functions. He was also active in civic and fraternal organizations.

We express our sincere sympathy to his bereaved family and friends.

MEET YOUR FRIENDS AND ASSOCIATES

at the

76TH ANNUAL CONVENTION

of the

MARYLAND PHARMACEUTICAL ASSOCIATION

THE SHELBURNE HOTEL — ATLANTIC CITY

JUNE 29, 30 and JULY 1, 2, 1958

Compliments of

**MARYLAND
INSTITUTE
OF
WINE AND SPIRIT
DISTRIBUTORS,
INC.**

"Over 55 Years Service To Baltimore Druggists"

Dr. West's Toothbrushes
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Ace Hard Rubber Combs
Ajax Hard Rubber Combs
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Baltimore 1, Maryland

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"THE CANDY OF EXCELLENCE"

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221-23 W. PRATT ST. **BALTIMORE 1, MD.**

- Personalities -

The new Pharmacy Building of the University of Maryland located on the Baltimore Campus has been named in honor of Dr. H. A. B. Dunning. Official dedication ceremonies will be held in the fall.

Dr. Robert L. Swain will receive an honorary Doctor of Science degree from his Alma Mater, the University of Maryland, at commencement exercises in June. He is a graduate of both the Pharmacy and Law School.

A meeting of the Medical Representatives of Maryland was held at the Blackstone Apartments on April 3rd. Dick Crane is secretary of the group.

A meeting of the Allegany-Garrett Counties Pharmaceutical Association was held at the Algonquin Hotel, Cumberland on April 2nd. W. L. Garrity and Mark Carls of Squibb presented a film: "Fight Back Harder".

Lester P. Argenbright, retired Eli Lilly representative died on April 11, at the age of 63. During almost 30 years with Lilly, Mr. Argenbright worked in territories which took him into Pennsylvania, West Virginia, Virginia, Maryland and Delaware. He made his home in Salisbury, Maryland.

Have you seen the Irv Cohens in that snazzy Thunderbird yet? Some class I'll say. Smooth sailing folks.

Do you remember Max R. Lum? Max has been appointed Regional Sales Manager for the New York, Long Island and Boston branches of the Upjohn Company. A graduate of the University of Maryland School of Pharmacy, Max has been with Upjohn since 1931.

Mr. & Mrs. Joseph L. Muth are the proud parents of their seventh child. A daughter, Mary Kathleen Muth, was born April 25th.

All brand-new! Beltsville Pharmacy, Beltsville, Maryland, has completely remodeled their drug store. They invite all to come and visit them. Good Luck.

Did you know that George Brandt is the Second Vice President of the Delaware Travelers Auxiliary? My, how that guy gets around. He's here, there and everywhere. When you see George give him some news for this column, he helps to edit it among other things.

clearly the purest...
clearly the best seller

EVERFRESH

CITRATE of
MAGNESIA

In the emerald green bottle
customers recognize instantly

- sparkling "lemonade" taste
- perfectly pasteurized and manufactured under strict supervision and controls
- Your wholesale druggist has Everfresh, the standard citrate for 35 years

350 cc size: list price, **$2.30** per dozen. Minimum retail price, **30¢** each.
This price effective in all New England and Mid-Atlantic states
see the difference in purity
see the difference in sales
Everfresh Manufactured by

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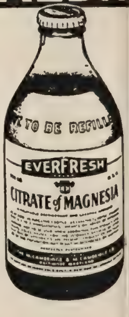
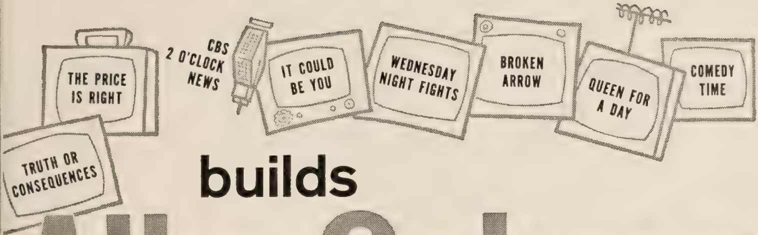
6400 Rhode Island Avenue • Riverdale, Maryland



Around the clock

MILES ADVERTISING


THE PRICE IS RIGHT
CBS 2 O'CLOCK NEWS
IT COULD BE YOU
WEDNESDAY NIGHT FIGHTS
BROKEN ARROW
QUEEN FOR A DAY
COMEDY TIME
TRUTH OR CONSEQUENCES

builds

Alka-Seltzer® BRAND

sales for you!

Alka-Seltzer®
BRAND

Powerful 'round the clock advertising, such as this, plus extensive radio and TV spots, newspaper and national magazine ads are winning new customers for ALKA-SELTZER every minute. You can up your sales and profits by simply displaying ALKA-SELTZER where your customers can easily pick up their supply.

MILES LABORATORIES, INC.
Elkhart, Indiana

Partner of
the Retail Druggist
for more than 70 years.

Elsie's job is to help you sell more ice cream — Borden's, of course.

She's a very clever girl, and knows her business.

Borden's
ICE CREAM
ORleans 5-0171

Now 2000 unit tablet—
No increase in price

a uterine relaxing hormone

Lutrexin®

(H.W.& D. brand of lututrin) TABLETS

IN PREMATURE LABOR

threatened and habitual abortion

and dysmenorrhea

LUTREXIN is a naturally occurring, non-steroid, uterine relaxing ovarian hormone proven by biochemical methods to differ from all other ovarian hormones.

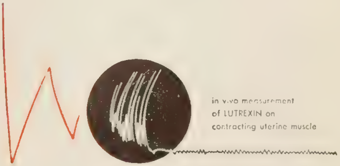
LUTREXIN blocks the action of pituitary hormones.[1]

LUTREXIN has produced favorable clinical results in premature labor,[2,3] threatened and habitual abortion,[4] and dysmenorrhea.[5,6]

LUTREXIN, orally administered, appears in the blood stream within thirty minutes and specifically relaxes uterine muscle contractions (as in the accompanying tracing).

Supplied in bottles of 25—
2000 unit tablets

1. Bryant, H. H.: to be published.
2. Majewski, J. T. and Jennings, T.: Obstetrics & Gynecology, Vol. 5, No. 5, 1955.
3. Majewski, J. T. and Jennings, T.: Obstetrics & Gynecology, Vol. 9, No. 3, 1957.
4. Hardy, E. D.: to be published.
5. Jones, G. S. and Smith, F.: Am. J. Obstet. Gynecol., Vol. 67, No. 3, 628-633, 1954.
6. Jones, Scott S.: Northwest Medicine, Vol. 54, 1253-1254, 1955.



in vivo measurement of LUTREXIN on contracting uterine muscle

HYNSON, WESTCOTT
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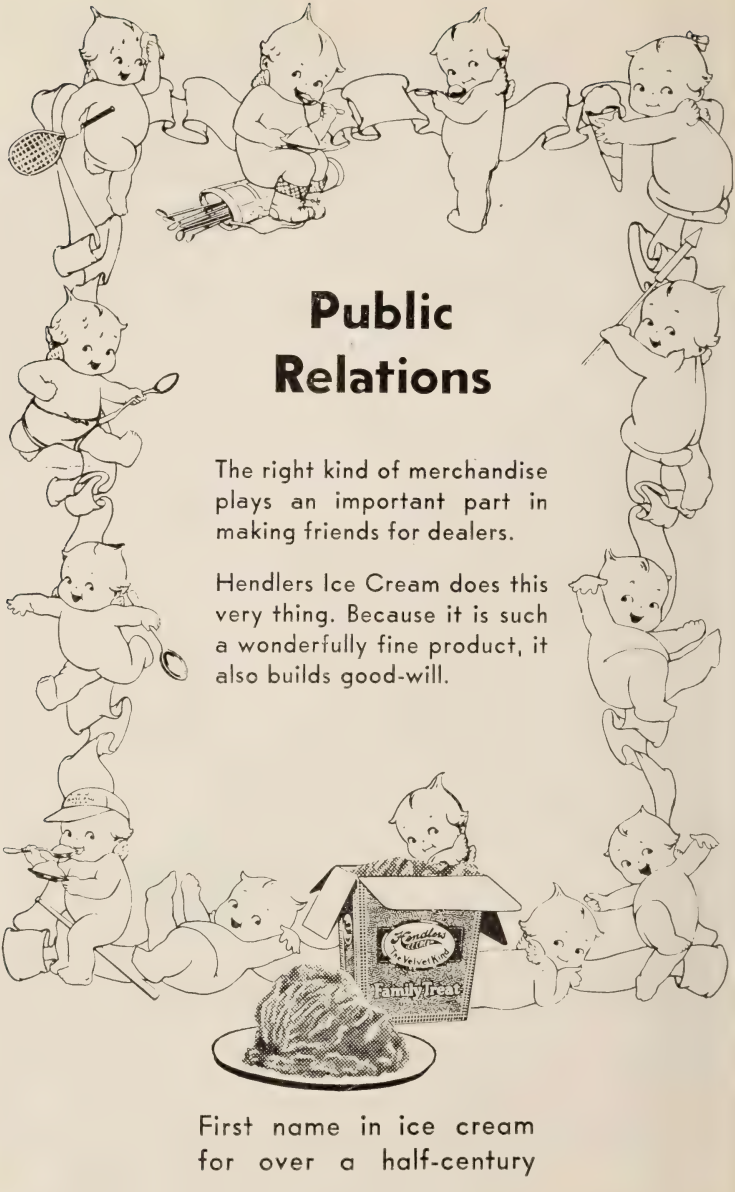
BALTIMORE 1, MARYLAND


Hendlers
The Velvet Kind
Family Treat

Public Relations

The right kind of merchandise plays an important part in making friends for dealers.

Hendlers Ice Cream does this very thing. Because it is such a wonderfully fine product, it also builds good-will.

First name in ice cream
for over a half-century

The Maryland Pharmacist

PRACTICAL
PROGRESSIVE
PROFESSIONAL

VOLUME XXXIII — MAY, 1958 — No. 8

ENCOURAGE POLIO IMMUNIZATION

Don't Let This Happen To You
Polio Plays No Favorites
Why...Why Didn't We Listen?

POLIO PLAYS NO FAVORITES

Published Monthly by the
MARYLAND PHARMACEUTICAL ASSOCIATION
Subscription Price $2.00 the Year
650 W. Lombard St. ● JOSEPH COHEN, Editor ● Baltimore 1, Md.

ANNOUNCING NOXZEMA'S "Vacation Needs" Special

Proved to move Products 127% Faster than Normal!

Safe in the Sun!
3 Great Vacation Aids
NOXZEMA 49¢
NOXZEMA 89¢
nozain
nozain
HIGH NOON $1.25
NOZAIN 75¢
HIGH NOON $2.25
NOXZEMA
America's No. 1 Sunburn Remedy
NOZAIN

HERE ARE THE CONTENTS

4 doz. 2½-oz.—Noxzema Skin Cream

2 doz. 6-oz.—Noxzema Skin Cream

2 doz. 6-oz.—HIGH NOON

½ doz. 12-oz.—HIGH NOON

1 doz. 1¼-oz.—NOZAIN

ORDER YOUR DISPLAY TODAY!

HERE ARE THE PROFITMAKERS

1. $3.00 to you per stand fo display. *No handling charges.*
2. All PM's on High Noon your to keep. Also retail value of 2 fre 6-oz. High Noon.
3. All Noxzema's famous products in one eye-catching display
4. The Noxzema name—famou for summertime vacation sale volume.
5. National advertising on al products.

Network TV with Perry Como!

Sunday Supplements with Thi Week, American Weekly!

And Radio Spots!

HE'S HOLDING OUT FOR

HOMICEBRIN

(Homogenized Multiple Vitamins, Lilly)

. . . AND ONLY YOU CAN SATISFY HIM

When it comes to multiple vitamins, children just naturally like 'Homicebrin.' They like its delightful vanilla flavor and tantalizing yellow color.

High acceptance plus low price makes 'Homicebrin' a boon to parents.

It's homogenized for maximum absorption and buffered for assured potency--form and formula approved by physicians everywhere.

You, the pharmacist, are the sole dispenser of 'Homicebrin.' Only you can reap the rewards of its universal appeal. Feature 'Homicebrin' for assured profit and steady repeat sales.

Available as M-17 in bottles of 60 cc., 120 cc., and 1 pint.

Lilly
QUALITY RESEARCH INTEGRITY

ELI LILLY AND COMPANY • INDIANAPOLIS 6, INDIANA, U. S. A.

forecast:
rising temperatures—rising demand for

Caladryl®

Calamine and Benadryl® Hydrochloride Lotion and Cream

Rising sales of CALADRYL are easy to predict. With its antipruritic-antihistaminic actions, CALADRYL brings customers prompt relief from those common summertime skin irritations associated with mild sunburn, insect bites, and prickly heat.

Cash in on the coming demand for this profitable item. Stock up now on CALADRYL Lotion in 6-oz. bottles, and CALADRYL Cream in 1½ oz. tubes.

PARKE, DAVIS & COMPANY • DETROIT 32, MICHIGAN

The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION
Office of Publication: 650 W. Lombard Street, Baltimore-1, Md.
SAratoga 7-0746

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... Editorial ...

COMMUNITY COOPERATION

The old adage "Live and Let Live" is the key philosophy in good human relations whether it be on a family, professional or business level. Certainly in this great big world of ours there is plenty of room and opportunity for all of us.

Why then do we bicker and try to outsmart the other fellow? If a project is worthwhile, why don't we work on it together? There is more reason to expect results that way than if we attack the problem individually or without the cooperation of a recognized organization such as the Maryland Pharmaceutical Association.

A good example of good community cooperation was the handling of a recent Fair Trade violation in Baltimore City. As soon as the price-cutting occured, retail pharmacists, both independent and chain, wholesalers, manufacturers, the Fair Trade Service Bureau and the Association made a concerted effort as a team to eliminate the problem. As a result of harmonious effort the condition was corrected within a period of two weeks, thereby preventing price-cutting chaos that we can ill afford.

Another example of good community cooperation is one of a more specific nature and is really on the local community level. A group of Belair Road pharmacists in Baltimore have formed a council. These pharmacy proprietors meet in good fellowship at regular intervals to discuss problems of mutual interest in their very own community. They have adopted a community newspaper as a medium of bringing interesting messages of a health nature to their neighborhood. A picture of each pharmacist owner and the name of his establishment appears as part of a full page advertisement. The very way the pictures and names are linked together as a chain denotes cooperation. There are no products advertised, no indication that they are better than any other pharmacist, just plain easy to read health messages and statements stressing the services they render. Typical is the following: "Your Belair Road Pharmacist is your most valuable neighbor. Consult him for your drug needs. He is open day and night, seven days a week—ready to serve you." Is it working? It sure is. If it can be done on Belair Road, why can't it be done in Timbuktu?

This community cooperation can really be projected into everything we do. Certainly every neighborhood group could emulate the Belair Road pharmacists—all it takes is to assume an attitude of "Live and Let Live." Forget about petty jealousies and differences. Instead of taking the customer's word for it and jumping to unfounded conclusions, why not visit your neighbor and discuss the problem with him?

Instead of griping about your lot and conditions, why not take it up with the leaders of your Association, or your wholesaler, or your banker, or anyone that is concerned or you have faith and confidence in.

Life has many trials and tribulations to be sure, but it could be made a lot easier and happier if we had a greater spirit of community cooperation. Let's stop fussing and fuming about minor and petty differences so that we may all "Live and Let Live."

PATRONIZE

OUR ADVERTISERS

THEY ARE OUR FRIENDS

In your peptic-ulcer market

SUSPENSION TABLETS

ALUDROX SA

Aluminum Hydroxide Gel with Magnesium Hydroxide, Ambutonium Bromide, and Butabarbital, Wyeth

with the important new anticholinergic

AMBUTONIUM BROMIDE

—a highly effective agent exhibiting marked antisecretory activity

comprehensive action for fullest patient care . . .

NEW **anticholinergic**

sedative

antacid

anticonstipant

INDICATIONS: Peptic ulcer, hypertrophic gastritis, esophagitis, diverticulitis of the colon, postcholecystectomy syndrome, psychophysiologic gastrointestinal reaction.

DOSAGE: 2 teaspoonfuls or 2 tablets initially, followed by a sustaining dose of 1 or 2 teaspoonfuls or tablets 4 to 6 times daily, before meals and at bedtime, taken plain or followed by water.

COMPOSITION: Each teaspoonful (5 cc.) and tablet contains 2.5 mg. of ambutonium bromide and 8 mg. of butabarbital in combination with aluminum hydroxide and magnesium hydroxide approximately equivalent to 1 teaspoonful of aluminum hydroxide gel and ¼ teaspoonful of milk of magnesia.

SUPPLIED: Suspension, bottles of 12 fl. oz. Tablets, bottles of 100.

YOUR COST:

Suspension . . . $1.49 Tablets . . . $2.00

(based on minimum direct order)

heavy Wyeth promotion backs ALUDROX SA!

ORDER NOW!

Wyeth®
Philadelphia 1, Pa.

PRESIDENT'S MESSAGE

Dear Fellow Pharmacists:

The Maryland Pharmaceutical Association has always maintained a policy of representing pharmacy in its entirety rather than on an individual basis. That does not mean that services are not rendered to individuals when called on to render them. This is done daily and constantly.

Unfortunately, we have many, too many in fact, who know absolutely nothing of the workings of the Association and who do not avail themselves of the many services it has to offer. Of course, these services are available to members only, Active, Associate and Affiliate.

Did you ever stop to think what services you could get as a member of the Maryland Pharmaceutical Association? Here is a partial list: a constant flow of local, state and national pharmaceutical information from the central office at your beck and call; legal counsel to advise on pharmaceutical and business matters; liaison between you and local, state and federal agencies; representation on legislative matters on all levels of government; participation in an aggressive public and professional relations program; and participation in a profitable Veterans Administration Prescription program.

In addition, the Association has a Blue Cross group that saves you premium; a comprehensive non-cancellable Accident and Health plan at tremendous saving; and is now putting into effect a Group Life Insurance program that is also not only non-cancellable, but also does not require a medical examination.

Does the Association have an overall program? I'll say it does. Does it render a service? Does it do something for you and me as an individual? Of course it does—there is absolutely no question about it. Then why the hesitation about joining and participating in an active organization that is so representative and working constantly for the good of all.

The dues is only $25.00 per year. That really isn't so much to give for all you receive. Join your professional society for the good of Pharmacy and for your own personal good. Let's keep a good thing going.

Sincerely,

GEORGE M. SCHMIDT
President

PLEASE DRIVE CAREFULLY

A total of 38,700 Americans were killed in 1957 traffic accidents.

In 1957, 1,330 Americans were killed in train-car crashes.

53,000 Americans were injured in car-bicycle mishaps in 1957.

In 1957, 2,525,000 Americans were injured in traffic accidents.

Speeding was blamed for 13,200 deaths on U. S. highways in 1957.

In 1957, 7,000 pedestrians were killed by autos in the U. S.

SELL
Coca-Cola
REG. U.S. PAT. OFF.
Have a Coke
DRINK
Coca-Cola
ICE COLD

SIGN OF GOOD TASTE

THEY DRINK IT MOST!

To realize maximum profits from the most asked-for soft drink in the world, advertise Coca-Cola:

1. OUTSIDE YOUR STORE
2. ON YOUR WINDOWS
3. INSIDE YOUR STORE
4. ON YOUR BACKBAR

for noninfectious diarrheas **NEW**

POLYMAGMA® PLAIN

Claysorb* (Activated Attapulgite, Wyeth) and Pectin in Alumina Gel, Wyeth

NO PRESCRIPTION NECESSARY

POTENT ANTIDIARRHEAL ACTION WITHOUT ANTIBIOTICS

POLYMAGMA PLAIN CONTAINS

CLAYSORB—first adsorbent advance in 3000 years. Five times as effective as kaolin.

PECTIN AND ALUMINA GEL—soothe and protect the mucosa of the intestine and help form normal stools.

PLEASANT TASTE—none of the chalky taste so common with products containing kaolin.

BACKED BY WYETH PROMOTION

POLYMAGMA PLAIN is being heavily promoted in medical journals, direct mail, and by Wyeth Territory Managers.

Supplied: Bottles of 12 fl. oz.

STOCK NOW—YOUR COST: $.90

(based on minimum direct order)

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PRESSED FOR SPACE FOR ℞ CHEMICALS?

If your stockroom is all choked up and shelf-space is at a premium, rely on your Merck service wholesaler. In case of an ℞ emergency, he's as near as your phone . . . ready to speed your way any of the hundreds of Merck Prescription Chemicals. Remember service is his business, just as quality chemicals are ours.

CALL YOUR MERCK SERVICE WHOLESALER

V
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MARYLAND

Calvert Drug Co.	Baltimore 18
The Henry B. Gilpin Co.	Baltimore 3
Loewy Drug Co., Inc.	Baltimore 1
Muth Brothers & Co.	Baltimore 3

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Λ

MERCK & CO., INC., RAHWAY, NEW JERSEY

. . . Fair Trade News . . .

FAIR TRADE SERVICE BUREAU

I want to take this opportunity to thank all of the pharmacists who have paid their 1958 Subscription Dues to the Bureau, and to ask all who have not paid for 1958 to please do so at their earliest possible convenience ($20.00 per year). Please make checks payable to the Fair Trade Service Bureau.

The function of our Bureau is to take care of all complaints with regards to violations anywhere in the State of Maryland, and to distribute (when requested to do so by manufacturers), Fair Trade price lists to all retailers in the State of Maryland. I am also available to answer any questions you may have regarding Fair Trade, such as new prices, etc. Call Idlewood 3-3212.

I would like to say at this time, that if there are any other services that you think the Bureau could extend to you, I am always ready and willing to accept suggestions.

Again I wish to thank all who have contributed to our Bureau and to say that the Bureau really appreciates and needs your financial assistance.

(Mrs.) Hazel M. Walters—Secretary
Fair Trade Serv. Bureau, Inc.
1130 Gleneagle Road
Baltimore 12, Maryland

FAIR TRADE LAWSUIT BY YOUNGS RUBBER CORPORATION

Dart Drug Corporation of Maryland, located at Silver Spring, is currently being sued by Youngs Rubber Corporation, manufacturer of TROJANS, on a charge of wilful price cutting. The action is pending in the United States District Court for Maryland and demands an injunction to stop resale price violations, and also other relief for injury to its trademark and good will. This proceeding is the latest in a long series of Fair Trade lawsuits which Youngs has successfully concluded in its favor in both state and federal courts. The company is one of the earliest proponents and pioneer of Fair Trade in Pharmacy and has upheld its position by educational means, as well as through extensive litigation over the past 20 years.

Counsel for Youngs Rubber Corporation is the Baltimore law firm of Needle & Melnicove.

CALL FOR ACTION ON NATIONAL FAIR TRADE MEASURE

Listed hereunder are the members of the Senate Interstate and Foreign Commerce Committee to which S.3850 (the national fair trade measure) has been referred. An avalanche of letters and telegrams must be sent to the Senators on the committee. It will take an agressive campaign to do the job that must be done. Only folly will persuade you to be content on the sidelines. You should see to it that your clerks, friends, and other independent business proprietors join in the fight to save fair trade.

You may live in one of the states that the Senators on the Interstate and Foreign Commerce Committee are from. Then you in particular should write or wire to tell him the value of this legislation and what it means to you. Also, ask him to contact Chairman Warren G. Magnuson and the other members of the committee to urge them to hold hearings as soon as possible on S.3850.

If you do your part to bring about an avalanche of letters and telegrams to the Senators, the national fair trade measure will have a good chance to pass. Remember that the opponents of the bill are strong and that it will be tough to cope with them. Yet it can be done.

Listed on a separate sheet are all of

WHEN YOU SELL ECONOMY 36's

3 DOZEN
TROJAN-ENZ
OR
TROJANS REGULAR
FOR $4.50

3 DOZEN
TROJAN-ENZ
$4.50
YOUNGS RUBBER CORPORATION
MANUFACTURERS
TRENTON, N. J.
SOLE DISTRIBUTOR
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the Senators in Congress and among them, the two from your state. Those of you who live in the states from which there are no members on the Interstate and Foreign Commerce Committee should urge your Senators to contact the members of the Interstate and Foreign Commerce Committee in behalf of S.3850.

For information on the national fair trade measure read the issues of the N.A.R.D. Journal dated as follows: February 17, March 3, March 17, April 7, April 21, May 5 and May 19. Then you will be able to explain the bill to friends and neighbors, your employees and other independent business proprietors and to induce them to write or wire in support of S.3850 (H.R.10527).

Hearings on H.R.10527 (the number of the national fair trade measure in the House) before the commerce and finance subcommittee of the House Interstate and Foreign Commerce Committee were concluded on May 7. Now the hope is that the bill will be sent to the floor of the House with a favorable report.

It is just as important to continue the flow of letters and telegrams to the members of the House in behalf of H.R.10527 as it is to help bring about a flood of support for S.3850.

Interstate and Foreign Commerce Committee of the United States Senate

Democrats

Warren G. Magnuson (chairman), of Washington
John O. Pastore, of Rhode Island
A. S. Mike Monroney, of Oklahoma
George A. Smathers, of Florida
Alan Bible, of Nevada
Strom Thurmond, of South Carolina
Frank J. Lausche, of Ohio
Ralph W. Yarborough, of Texas

Republicans

John W. Bricker, of Ohio
Andrew F. Schoeppel, of Kansas
John Marshall Butler, of Maryland
Charles E. Potter, of Michigan
William A. Purtell, of Connecticut
Frederick G. Payne, of Maine
Norris Cotton, of New Hampshire

FAIR TRADE STICKER NOTICES

THE TONI COMPANY—Page 95-E

Item	**F.T.M**
Tip Toni	$1.35 plus .13 F.E.T.

WHITEHALL PHARMACAL CO.—
Page 103-C

Anacin—100's	$1.19

CLARK-CLEVELAND—Page 29-A

Quest	.39

E. R. SQUIBB & SONS—Page 94

Squibb Dental Cream—Medium	.33
Squibb Dental Cream—Large	.53
Squibb Dental Cream—Economy	.69

WILDROOT COMPANY, INC.—
Page 105

Wildroot Creme Oil Hair Tonic-New Thrift Pack	.39 plus .04 F.E.T.

A DEAR PRICE TO PAY FOR A BARGAIN

Sylvia Porter, the syndicated columnist, says the abandonment of Fair Trade on small appliances gives the consumer a chance to grab some "bargains." She puts it this way:

> "Price wars which have followed the abandonment of Fair Trade on small appliances may be building plenty of business for the big stores, and they're certainly giving consumers a chance to grab some bargains, but the wars also are dooming small appliance retailers the Nation over."

Is the consumer really receiving a "bargain"?

From a short-term point of view, the effect of deep price-cutting is the elimination of the electric appliance store. The profit motive is the incentive of business. When that is destroyed in the specialty store, that store has no place to go. However, the large diversified store may still fall back on other profit-making

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Johnson & Johnson RED CROSS Cotton Balls
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items—furniture, furs, etc.—the retail price of which is difficult to establish.

In the long run, unrestrained price-cutting of a product can lead to the destruction of all retailing of the product except by the most powerful.

Price-cutting engenders price-cutting, and the ultimate end is monopoly in retailing, with the power of price-fixing in the hands of the retail monopolist. This can lead to higher and higher prices. Or it can lead to shoddy merchandise, because with the pressure upon the manufacturer for a lower price per unit, quality is engineered out of the product. Or it can lead to both.

That seems to be a mighty high price to pay for a "bargain."

More than 21 percent of 1957 U. S. highway deaths occurred on Saturdays.

During 1957, there were 1,300 fewer highway traffic fatalities than in the previous year.

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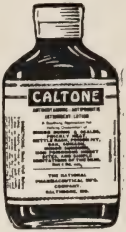

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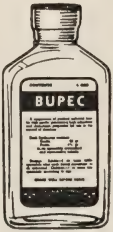

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School of Pharmacy, University of Maryland, News

STUDENTS AUXILIARY REACTIVATED AT U. OF M.

A group of students of the University of Maryland School of Pharmacy met at The Kelly Memorial Building on May 14, to discuss reactivation of the Students Auxiliary of The Maryland Pharmaceutical Association. The meeting was presided by Melvin Chaiet, a junior year student. The constitution that had been previously used by the Sudents Auxiliary was debated and several changes were recommended. It was decided to present the constitution with suggested changes to the Dean of the School of Pharmacy for approval and to have copies mimeographed to acquaint interested students with the provisions of the proposed constitution and by-laws. Mr. Frank Milio attended as faculty representative and Mr. Nathan I. Gruz represented The Maryland Pharmaceutical Association.

The second organizing meeting of students was held at The Kelly Building on May 20, 1958. Melvin Chaiet presided as acting chairman. Copies of the revised constitution and by-laws were distributed and the provisions discussed. After several changes were decided upon, it was agreed to submit the new constitution and by-laws to the faculty and to The Maryland Pharmaceutical Association for approval.

An election for temporary officers to serve until the fall term was then held. The following administration was elected:

President ....Marvin Saiontz
First Vice-President ...Peter Scali
Second Vice-President ..Vito Tinelli
Secretary ....John Jordan
Editor .... Harry Macks

Executive Committee

Fourth Year ....Melvin Chaiet
Third Year .... Louis Kern
Second Year ... Andrew Turnbull

Mr. Frank Milio and Mr. Nathan I. Gruz were present as advisers.

The officers plan to meet during the summer to arrange the program for the coming year.

It is hoped that closer relations between pharmacy students and practicing pharmacists will result from an active Students Auxiliary so that the profession of pharmacy will progress to the highest levels of professional service to the public health and improved status for its practitioners.

ALUMNI CALIFORNIA LUNCHEON

Alumni of the School of Pharmacy, University of Maryland, gathered at a luncheon at the New Clark Hotel in Los Angeles, California during the American Pharmaceutical Association Convention held in April. The Alumni luncheon, held in conjunction with the American Pharmaceutical Association Convention, has become an enjoyable event and is looked forward to as an occasion of reunion and reminiscence

Those attending the luncheon were: Dean and Mrs. Warren Weaver, Richmond, Virginia; S. J. Greco, Omaha, Nebraska; Alexander J. Ogrinz, Baltimore; Samuel W. Goldstein, Baltimore; W. B. Baker, Short Hills, New Jersey; F. J. Bandelin, Cleveland, Ohio; C. H. Barry, Bloomfield, New Jersey; Morris Lindenbaum, Reisterstown, Maryland; Dean Andrew J. Bartilucci, New York; Louis Davidov, Baltimore; Robert H. Klotzman, Great Falls, Montana; Charles and Mrs. Jarowski, Massapeque Park, New York; Paul A. Pumpian, New Brunswick, New Jersey; Kenneth H. Stahl, Milwaukee, Wisconsin; David C. MacLarty, Baltimore; Lester R. Martin, Cumberland, Maryland; John F. Wannenwetsch, Baltimore; David Newman, Havre De Grace, Maryland; Joseph Cohen, Baltimore; John Autian, University of Michigan, Dean Kenneth Waters, University of Georgia; Dean Noel E. Foss, Baltimore.

Mr. Retail Pharmacist.

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ANNUAL MEETING OF THE ALUMNI ASSOCIATION OF THE SCHOOL OF PHARMACY UNIVERSITY OF MARYLAND

The annual business meeting of the Alumni Association of the School of Pharmacy of the University of Maryland was held on May 13, 1958, 8:00 P.M. in the Kelly Memorial Building, 650 West Lombard Street, Baltimore, Maryland.

President H. Nelson Warfield welcomed the officers, chairmen of committees and members in attendance.

Dr. Frank J. Slama read letters received from absent members, and also gave the report of the work of the Secretary for the year.

President Warfield reviewed the work of the Association and praised the officers and members for their fidelity and cooperation.

Dean Noel E. Foss reported on the progress of the School of Pharmacy, especially mentioning the use of the new Pharmacy building recently constructed on Lombard Street, and also the prospect of a larger number of entering students for 1958-59.

Mrs. Frank M. Budacz read the Treasurer's report, which carried a sizeable balance, although less than the balance in May 1957.

The Auditing Committee, Dr. John F. Wannenwetsch, Chairman confirmed the report of the Treasurer, with appreciation for its comprehensive conciseness.

The reports of the chairmen of the general committees were given. These included the following:

Executive Committee — Norman J. Levin
General Chairman—Samuel Portney
Program—George Stiffman
Tickets—Solomon Wiener
Entertainment—James P. Cragg, Jr.
Place and Arrangements—Samuel A. Goldstein
Publications—B. Olive Cole
Deceased Members—Joseph Cohen
Student Recruiting—H. Nelson Warfield
Student Aid and Scholarships—Samuel I. Raichlein
Membership—Samuel Portney
Kelly Memorial Building—Frank L. Black

New business included the revision of the Constitution and By-Laws of the Alumni Association, Gordon A. Mouat, Chairman of Committee.

The report of the Nominating Committee was given, and the following officers were elected for 1958-59.

Honorary President — William J. Lowry
President—Samuel Portney
First Vice-President — Victor H. Morgenroth, Jr.
Second Vice-President—Irving Cohen
Executive Committee—Officers and four elected members
H. Nelson Warfield, Chairman
  Samuel A. Goldstein
  James P. Cragg Jr.
  Joseph L. Combs, Jr.

The following were elected as Associate Members:

Samuel M. Dripps
Bernard A. Appel
Lester R. Martin
Leslie H. Peard, Jr.
David I. Estrin

This group represents persons who are interested in some phase of Pharmacy, but are not graduates of the School of Pharmacy of the University of Maryland.

The members of the Senior Class of the School of Pharmacy were also presented and elected to membership.

Dr. John C. Krantz, Jr. was selected to receive the Annual Alumni Award on June 5, 1958 by the committee composed of Past Presidents of the Association.

A delicious buffet collation was served by the Place and Arrangements Committee, Samuel A. Goldstein, Chairman, following the meeting.

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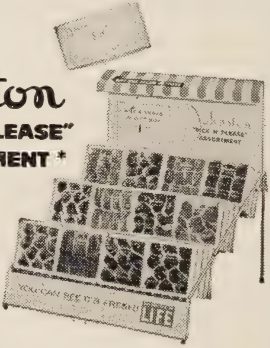

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President—GEORGE S. TEASS
First Vice President—JOSEPH L. MUTH
Second Vice President—ALBERT HEYDEMANN
Third Vice President—NORBERT H. ZELLER
Secretary-Treasury—EMORY G. HELM
Assistant Secretary—JOHN C. CORNMESSER

Governing Body

R. R. Crane
G. H. Hoddinott, Jr.
H. Sheeler Read
R. B. Kettlewell
J. A. Allen
E. M. Kabernagel, Jr.
C. E. Hendrickson
M. J. Timin
W. H. Harrison

MARYLAND PHARMACIST COMMITTEE

George M. Brandt, Chairman
C. W. Spilker
J. M. Bradley
D. E. Steiner
W. H. Harrison

Volume 16 MAY 1958 No. 11

MAY MEETING

The regular Luncheon May Meeting was held at the Stafford Hotel on Saturday, May 3rd.

The Advisory Committee consisting of all past presidents and the Board of Directors met for a special meeting following the luncheon.

The following were elected as members of T.A.M.P.A.:

Alfred E. Callahan, Lance Incorporated
Emmett E. Cosgrove, Dennison Incorporated
John D. Davidson, General Electric Incorporated

The membership was asked to attend the Spring Regional Meeting of the Maryland Pharmaceutical Association at the Tidewater Inn, Easton, Maryland, on May 15th.

CONVENTION NEWS

Rumor has it that T.A.M.P.A. is responding well in advance registrations for the M.P.A. Convention in Atlantic City. The Annual T.A.M.P.A. Meeting will be held on Wednesday, July 2nd. This is our 42nd Annual Meeting held in conjunction with the Maryland Pharmaceutical Association. Joe Muth, our Entertainment Chairman has been working hard. He has come up with a good T.A.M.P.A. Show for Tuesday night of the Convention. Emory Helm is doing his share as usual.

DRUG STORE CHANGES

The following changes in drug stores took place during April:

Drug Stores opened

Peoples Service Drug Stores, Inc., 1519 Potomac Avenue, Hagerstown.

Closed

Pr. George Apothecary, 179 Pr. George Street, Annapolis.

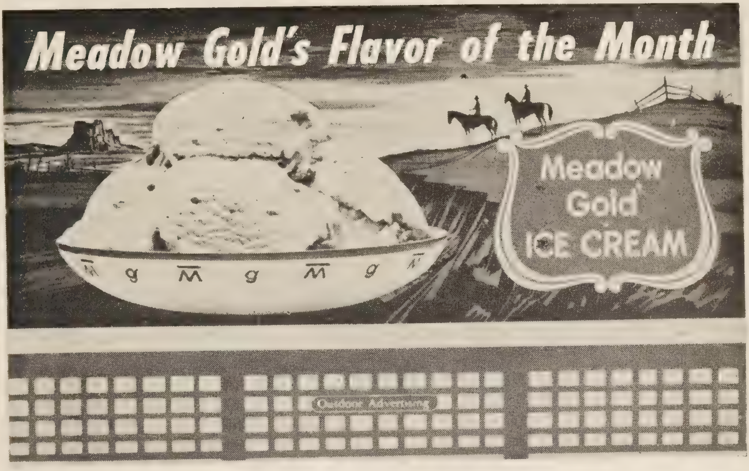
Leonhardt Drugs, Kenwood Ave. and Hudson St., Baltimore.

Bialek's Medical Arts Pharmacy, Inc., 930 Pershing Drive, Silver Spring.

Linat Pharmacy, Charles and Cross Streets, Baltimore.

Change in Ownership

Wilfred H. Gluckstern, Monument Pharmacy to Howard Rice, Proprietor, Monument Pharmacy.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-: NEWS ITEMS :-

SPRING REGIONAL MEETING

The Spring Regional Meeting of the Maryland Pharmaceutical Association was held at the Tidewater Inn, Easton, Maryland, on Thursday, May 15th. The meeting was well attended.

Business of the Association was discussed covering the Convention in Atlantic City, Professional Relations and Fair Trade. A group life insurance plan was introduced and adopted by the Association. A motion was adopted to amend the Constitution and By-Laws regarding the redefining and simplifying the districts of the M.P.A. A revised Narcotic Drugs Guide was presented and it was suggested that the Medical and Chirurgical Faculty of Maryland Journal and the State Department of Health Bulletin be asked to publicize it.

Mr. Dennis Sullivan, Trade Relations Manager, Schering Corporation was the guest speaker. He introduced: "Guide to Employee Training" prepared under the auspices of the National Conference of State Pharmaceutical Association Secretaries by Schering Corporation. The booklet is chock-full of valuable information. It is a manual of recommended steps for the guidance of pharmacy owners and managers in improving their skill in getting others to do a job correctly, quickly, and conscientiously. The subject was well presented by Mr. Sullivan..

The meeting concluded with a delicious dinner.

UPJOHN "CAREER" ADVERTISEMENT BRINGS PHARMACY SCHOOLS PROSPECTS

Pharmacy schools throughout the nation are gaining excellent student prospects for the coming academic year as the result of a simple but effective advertisement aimed at high school seniors by The Upjohn Company.

The advertisement, headlined, "You Have A Future In Pharmacy," appeared in a recent senior edition of Scholastic Magazine. Copy in the ad stressed the important role that the pharmacist plays in the health of his community, with emphasis on the large variety of professional possibilities open to the graduate pharmacist. A coupon included in the advertisement offered a free copy of a special Upjohn brochure, "What Is A Pharmacist?"

Each student requesting the brochure also received a complete list of schools of pharmacy throughout the United States. Deans at each of the schools of pharmacy also received copies of the advertisement and the brochure, plus a list of names and addresses of all state high school seniors who had responded to the Upjohn offer.

HELP TO FIGHT POLIO

Pharmacists, physicians, and civic groups throughout the United States are co-operating in a public information campaign to remind 48 million Americans under forty that they have not been immunized against polio.

Eli Lilly and Company is providing various aids for use in this public service effort. Included in the materials offered are display and counter cards, newspaper ad mats, handouts, and radio-TV spot announcements.

In addition to drug and medical groups, the United States Junior Chamber of Commerce is participating in the campaign through the community health programs of its local chapters. Other groups taking part in the campaign include insurance companies, bank associations, and 4-H Clubs.

Materials may be obtained through Lilly representatives or by writing to the public relations department in Indianapolis.

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BALTIMORE PHARMACISTS VISIT LEDERLE

A group of Baltimore pharmacists and their wives visited Pearl River, New York on May 19th as the guests of Lederle Laboratories Division American Cyanamid Company. The trip was planned under the auspices of the Baltimore Metropolitan Pharmaceutical Association with Jerome A. Stiffman in charge of arrangements. Victor G. Mercer and his wife of Frederick, Maryland joined the Baltimore group.

A private car on the Pennsylvania Railroad took the party to New York City on May 18th where they were met by officials of Lederle and taken by bus to Suffern, New York.

A tour of Lederle Laboratories took place on Monday, May 19th, and the group returned to New York City on Tuesday. Lederle were most cordial hosts, doing everything possible to make everyone happy. The tour of the plant was most interesting and educational. All in all the entire trip was a most enjoyable experience.

Those deserving special thanks are: Mr. John A. Pfohl, Manager, Sales and Guest Relations; Mr. T. Lefferts, Sales Representative; and the escorts: Miss Mang, Miss Lauber, Miss Leach, Miss Magnitsky and Mrs. Cottingham.

The visiting party included: Mr. & Mrs. Jerome Block, Mr. & Mrs. Jerome Cermak, Mr. & Mrs. Irving Cohen, Mr. & Mrs. Julius Dembo, Joseph Dorsch, Mr. & Mrs. Milton Friedman, Mr. & Mrs. Bernard Lapin, Mr. & Mrs. Frank Macek, Mr. & Mrs. Victor Mercer, Victor H. Morgenroth, Jr., Mr. & Mrs. Gordon A. Mouat, Mr. & Mrs. Alexander J. Ogrinz, Jr., Mr. & Mrs. Anthony Padussis, Mr. & Mrs. Mathias Palmer, Mr. & Mrs. Samuel Raichlen, Mr. & Mrs. Mario Sama, Mr. & Mrs. Jerome Stiffman, Mr. & Mrs. Myer Stoler and Mr. & Mrs. Solomon Weiner.

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PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacists:

May was a busy month for the Association. It started off with a wonderful merchandising meeting on May 1st at the Kelly Memorial Building. This was a presentation by Charles G. McDermott, Director of Sales Training, Johnson and Johnson. Mr. McDermott gave an illustrated discourse on the proper merchandising methods of day to day health and beauty aids. He pointed out how to combine "The Right Merchandise" and "The Right Store Promotion". This is the type of meeting we should all make it our business to attend. It teaches us how to do things for our own economic good.

The second event of the month was a trip to the Tidewater Inn in Easton to attend the Spring Regional Meeting of the Maryland Pharmaceutical Association on May 15th. The day was beautiful, the meeting was good and I was proud of the attendance of the members of the Baltimore Metropolitan Pharmaceutical Association. When you attend meetings such as these, the time-worn question: "What does the Association do for me?" becomes ridiculous. How can you come to such conclusions without taking the opportunity of making a true evaluation of what functions the various associations perform?

The trip to Lederle on May 18th and 19th was the piece de resistance. Although Lederle could accomodate 75, only 36, or half, made the trip. What a pity. The tour of the Lederle plant was one of the most enjoyable experiences of my life. This sentiment was expressed by the entire party. The Lederle people were wonderful hosts. Such a trip is not only of benefit in a professional sense but it is relaxing and gives one an opportunity to get away from humdrum routine, in the company of associates and friends.

Our meeting activities conclude for the summer months with the Annual Convention of the Maryland Pharmaceutical Association. We resume in the Fall with the Drug and Gift Show in September. More about that in a later message.

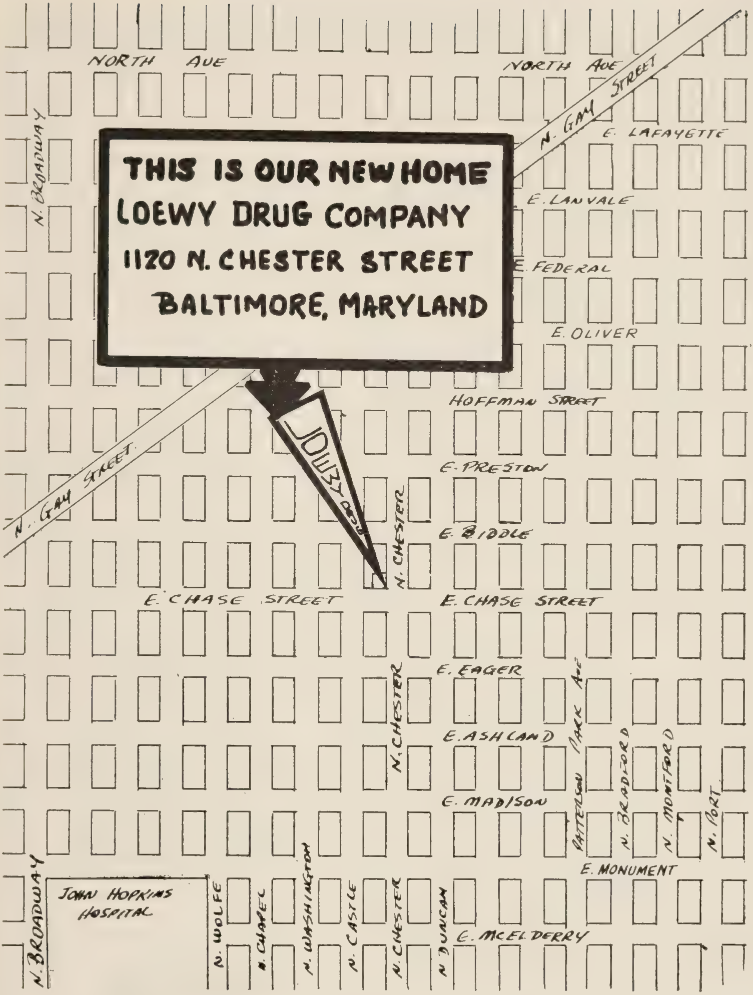
Sincerely,

ALEXANDER J. OGRINZ, JR.
President

MORE ON NEW PRODUCTS

The floodtide of new pharmaceutical products has reached such proportions that the matter of identification has become confusing to the industry and to retailers, Raymond B. McMurray, chairman of the Patents and Trademark Committee of the American Pharmaceutical Manufacturers' Association said.

In an address before the membership at the 51st annual meeting of the A.P.M.A., Mr. McMurray said that 4,829 new products—3,686 new compounds and 1,143 new dosage forms—had appeared in the past decade, creat-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ing in each case the need for finding a medicinal sounding and realistic trademark.

Mr. McMurray said that the selection of practical trademarks for pharmaceutical products today is further confused because out of 10,000 registered with the U. S. Patent Office "roughly 5,000 are dormant."

"Often when a manufacturer introduces a product he registers four or five trademarks, finally selecting one but leaving the others registered. The excess trademarks remain registered and are often renewed even after 20 years, although there is no real need for their continuance," he said.

As a remedy he suggested that the industry voluntarily eliminate "deadwood" trademarks and refuse to reregister any trademarks where there are no products represented by them.

Mr. McMurray stressed the importance of brand names as against generic terms for pharmaceuticals. The former assures that the public will get exactly what it desires and not a substitute, he asserted.

Edward Keating, vice president of the American College of Apothecaries, another speaker, supported the desirability of specific names instead of generics both for the protection of the public against substitutions and to avoid "dishonesty" at retail levels.

"LET'S EAT OUTDOORS" THEME CAN BOOST SUMMER SALES IN DRUG STORES

Outdoor cooking with all its sales potential will be pushed this summer in one of the largest cooperative promotions of 1958.

Nine national advertisers will support a "Let's Eat Outdoors" theme in what is believed to be the largest single ad ever run in a consumer magazine from a dollar standpoint. The 30-page advertisement will break in the June 28 issue of The Saturday Evening Post.

"The heavy emphasis on outdoor eating will give druggists another oppor-

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HOTEL *Emerson*

tunity to capitalize on the summer vacation market," according to John Hunsicker, drug marketing manager of The Saturday Evening Post.

He pointed out that druggists do a huge share of business in items that are related to outdoor cooking including sun glasses, camera equipment, sun tan preparations, picnic supplies and first aid items.

Although the promotion is designed primarily to stimulate the sales of food, and related items, druggists can also capitalize on it, according to Mr. Hunsicker. He said that the promotion could complement The Saturday Evening Post's "Vacation Values" promotion for druggists, which is jointly sponsored by the Post and the DSC Inc.

Jaywalking was costly in the U. S. last year—2,600 were killed.

Bad driving conditions prevailed in less than 15 percent of the fatal highway accidents in the U. S. in 1957.

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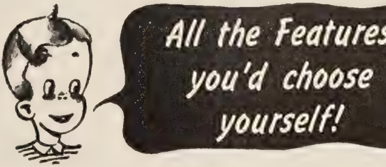
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WOMEN GUIDED BY SHOPPING LISTS IN DRUG PRODUCT PURCHASES

Most purchases are planned; impulse a factor in only 7 of 52 drug products

Where do women prefer to buy the drug products and toiletries needed by their families? How much of their buying is planned? What percentage of their purchases (of which products) is influenced by impulse?

These and many other questions of vital importance to makers and marketers of drug and toiletry products are answered in statistical detail in the newly published "McCall's Drugs and Toiletries Purchase Diary Study." This is the report of a nationwide survey, conducted for McCall's magazine by Home Testing Institute, which probed into the major facets of the American family's buying pattern in drugs and toiletries. Included is information on who in the family purchased each item, who had the idea, who determined the brand, where the purchase was made, and whether it was a planned or impulse purchase.

In store preference, the study shows that:

> 70.3% of the women surveyed prefer to buy packaged drug remedies at drug stores, with 27.3% favoring supermarkets.
>
> 48.4% prefer to buy toiletries in drug stores, while 41.3% patronize supermarkets for toiletry items.

And this is what the study reveals about the part impulse plays in the buying:

> 76.1% of women use a shopping list for most of their buying, and supplement these planned purchases with impulse-bought items, where buying decisions are made in the store.
>
> 21.3% use a list, but make the majority of their buying decisions at the store.

These statistics are based upon the actual purchases of drugs and toiletries made, during an entire month, by a total of 1,197 national panel families selected by Home Testing Institute. Covered in the McCall's survey were 18 general drug categories and 52 individual drug products or product groups; also 10 general toiletry categories and 45 toiletry products or groups. The diaries kept by the participating families reported on 20,074 purchases of 27,468 units with a total dollar value of $19,348.64.

Thus what the study tells of impulse buying is not only in great detail (i. e. for each product) but is thoroughly documented.

When it comes to drugs, in only 7 out of 52 products or product groups does the impulse factor account for 20% or more of the purchases. In toiletries, the impulse factor plays a larger role. In 11 out of 45 products or product groups, it accounts for 30% to 50% of the purchases.

The major portions of the McCall's study, however, are devoted to data on the purchase pattern in the 97 drug and toiletry products or product groups —the influence of the wife and other family members on buying, in terms of who bought each item, who initiated the purchase, who determined the brand. The influence of women (which includes the wife and other adult females in the household) is seen to be enormous.

For example, **women** made more than 80% of all the purchases of prescriptions for vitamins, liquid antiseptics, disinfectants, baby products; and they make from 70% to 80% of the purchases of packaged vitamins, laxatives, general ointments, first aid products and oral hygiene products. And in the toiletry field, **women** made 90% or more of the actual purchases of hair and hand care preparations, make-up preparations and most miscellaneous cosmetics; they also made from 70%-90% of almost all other toiletry items reported in the survey.

Moreover, the McCall's study shows it is the woman who initiates the ma-

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jority of the purchases, and makes the brand decisions in relation to the purchases.

THE PHARMACIST'S ROLE IN EDUCATION

As pharmacists we are interested in encouraging young people of the highest caliber to enter upon the study of pharmacy and to go on to a lifelong career as a pharmacist or worker in a closely allied field requiring a pharmaceutical background. The advancement of our calling also demands the enrollment of our finest young minds as teachers, research personnel, and professional leaders. We therefore must encourage young people in high schools and colleges to study the sciences and mathematics. It behooves us to exert our influence on students, on teachers, and on school officials to give sufficient emphasis in school curricula to these areas of study. Aside from the self-interest of pharmacy in this endeavor, are we not obligated to do our bit as intelligent, educated members of the community who are aware of the role of science in the history of mankind?

Our goal must be the realization by all that the sciences and mathematics are essential to progress in all sectors of our lives—material, cultural, spiritual.

We must appreciate, however, that it is not just numbers which will meet the challenge of scientific manpower needs. Dr. Milton S. Eisenhower, president of the Johns Hopkins University, points out we have the numbers in our colleges and universities: 3 million today and 6 million expected in 1973.

Our need is to train truly creative minds. To accomplish this Dr. Eisenhower believes "we must improve the quality of the entire educational program—in essentially all fields. There is no substitute, in preparatory education, for rigorous study of such fundamentals as mathematics, English, a foreign language, science, history, and social studies . . . the rigorous preparatory training needed for successful college work is the very kind needed for intelligent citizenship."

Dr. Ralph E. Gibson, Director of the Applied Physics Laboratory of the Johns Hopkins University recently said it is the responsibility of education to "cultivate an alertness" in students in order that they read with comprehension, listen with attention, write with clarity and speak articulately. "But man's brain must evaluate what it learns, and this is understanding. The mind must, therefore, have the ability to rearrange knowledge in logical patterns where the relationship of things is as important as the things themselves."

One of the concrete measures that every pharmacist can take is to encourage and assist deserving, talented young people to pursue a pharmaceutical education. This may be accomplished by contributing to the Scholarship Fund of the Maryland Pharmaceutical Association and by participating in the Alumni Association of the School of Pharmacy of the University of Maryland, a group which also provides scholarships and is engaged in a successful recruiting program.

An impelling argument for us, as pharmacists and as citizens, to involve ourselves in the conduct and content of our educational systems is to see to it that education prepares our youth for the tasks of insuring the maintenance of our world leadership, the enhancement of our free way of life and the protection of our very national existence.

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MENTAL ILLNESS

The mental hospital population in the U. S. has declined for the second successive year but admissions continue to climb.

Graphic evidence of these trends is presented in the current issue of "Patterns of Disease," published by Parke, Davis & Company as a service to the medical profession.

The publication reports that new forms of treatment for the mentally ill are shrinking their periods of hospitalization.

The downward trend began in 1956 with about 8,000 fewer persons in the public mental hospital population than in 1955. However, there were about 3,000 more first admissions in 1956 than in 1955. "Patterns" points out that studies are needed to determine whether this is due to an increase in mental illness itself or "merely an increased use of expanding facilities."

The new tranquilizing agents developed over the past few years have played an important role in shortening hospitalization, "Patterns" reveals. One Veterans Administration report cited shows that about half of its patients under psychiatric care are receiving tranquilizing drugs "with a remarkable shortening of acute phases of illness" in many of them.

However, despite new chemical agents and improved treatment programs, mental illness still looms as one of our greatest U. S. health problems. About one out of every 10 Americans have some form of mental or emotional disorder requiring treatment, according to "Patterns." Emotional complications are an important factor in about 50 per cent of complaints voiced to the general practitioner and 30 per cent of physical ailments treated in general hospitals.

Schizophrenia ranks as the leading cause of hospitalization for mental illness, accounting for 22.6 per cent of all first admissions, according to "Patterns." Next are senile psychoses, which

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total 20.8 per cent. Severe alcoholism is the third leading single cause, with 13.7 per cent.

Social and Economic Factors

Does mental illness vary with social and economic status? "Patterns" reveals that people in the upper social and economic bracket have the lowest rate of psychoses and the highest rate for neuroses, with men outnumbering women in that bracket in both types of mental illness.

The type of mental illness varies, too, in different age groups and according to sex. For instance, few persons develop schizophrenia after 50. More women are hospitalized for schizophrenia and psychoneurotic reactions than men, it discloses. On the other hand, approximately four times as many men as women are admitted to hospitals with severe alcoholism.

The urgent need for better services for the mentally ill and more intensive research into the problem is underscored by "Patterns." Waiting lists have skyrocketed, it points out, as evidenced by a Veterans Administration report which reveals that there are now more psychotics on the waiting list for treatment at the Veterans Administration than there are veterans with all other diagnoses combined.

"Persons on waiting lists in clinics other than the Veterans Administration average three months to a year before seeing a psychiatrist for the first time," "Patterns" states.

Too, the ratio of psychiatrists to the population is unsatisfactory, according to the publication. Only eight states have one psychiatrist for less than 20,000 population. The New York metropolitan area with less than 10 per cent of the population has over 20 per cent of the psychiatrists.

The need for better distribution of clinic facilities is also emphasized by "Patterns." There are only 1,234 outpatient psychiatric clinics in the entire country, it discloses. More than one-

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half are located in the northeastern portion of the country which contains one-quarter of the population.

The annual cost of mental illness totals approximately $2,400,000,000, "Patterns" reports, "plus the incalculable losses to industry for illnesses with a psychologic component." The care and treatment cost for each patient in a public mental hospital per year is estimated at $1,327.51 or $3.64 per patient day. This cost has increased about 11 per cent since 1956.

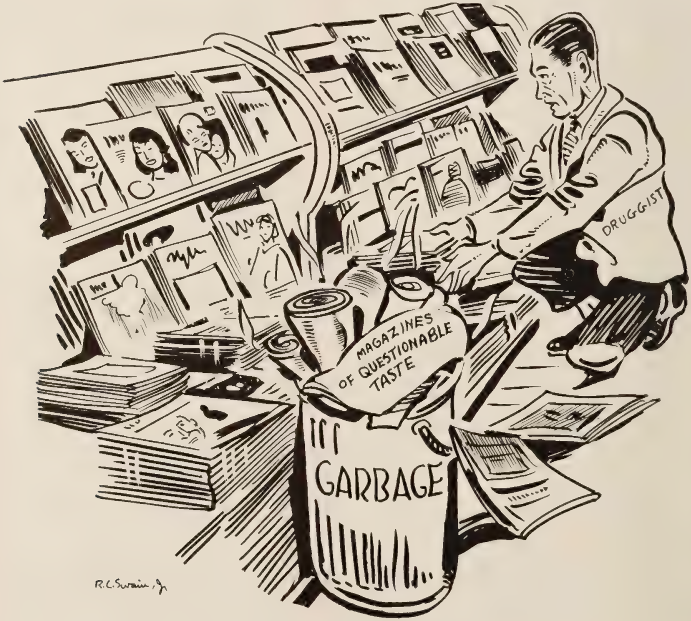
Despite the enormity of the problem, however, "Patterns" discloses, only about $29,484,863 is being spent annually for research—"the smallest amount for research in any medical specialty."

CAREER BOOKLET TO HELP PHARMACY RECRUIT YOUTH

To help offset the shortage of trained pharmacists, a new booklet is now being distributed to educational and professional groups throughout the country.

Titled "Your Career Opportunities in Pharmacy," the booklet aims to interest high school students in the broad career opportunities in the expanding profession. Published as a service to pharmacy by Pfizer Laboratories and J. B. Roerig and Company, it graphically tells how young people can become members of the nation's health team—in retail, hospital or industrial pharmacy or in teaching or government service.

High school guidance counselors,



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science teachers, business education instructors, and pharmacists and their professional associations will receive the booklet for use in counseling students.

"The booklet is published in the hope that it will be a step forward in insuring the future of pharmacy as a dynamic and growing profession," said Pfizer President John E. McKeen.

He pointed out that in the future, an increasing number of well-trained pharmacists will be necessary to service a fast-growing population with complex new drugs.

The 31-page, illustrated booklet was written by Mary June Burton, author of other educational material such as "The Story of Steam" and "Careers in Petroleum." Dr. W. Paul Briggs, executive director of the American Foundation of Pharmaceutical Education, acted as adviser.

Six of the rewarding and exciting possibilities for a pharmaceutical career are featured in the attractive, two-color booklet.

In retail pharmacy, the booklet points out, a student can combine interests in both chemistry and business.

In hospital pharmacy, he can join in the fight against disease by helping develop new medicine. As one example, the booklet describes how a hospital pharmacist helped develop the "atomic cocktail," a mixture of radioactive iodine and water, one of the first important uses of radioactive isotopes in medical research.

In industrial pharmacy, the booklet points out that people with all kinds of training are needed—from marketing specialists to lawyers, executives and researchers.

The booklet is now available through the Educational Services Department of Chas. Pfizer & Co. Inc., 800 Second Avenue, New York 17, New York.

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- Personalities -

We are glad to see Aaron Libowitz up and about again in his usual active way after a short sojourn in the hospital for minor surgery.

Nelson Warfield has been resting at the Maryland General Hospital. As this goes to press, we have been informed that he is ready to be released. Good luck Nelson.

Manny Wagner is also responding to the rest cure and is home after spending several weeks at Sinai Hosiptal.

Dr. H. A. B. Dunning recently received an Honorary Degree of Doctor of Laws from Notre Dame College.

John W. Francis, Sr., newly appointed Executive Vice President and General Manager of the Washington Wholesale Drug Exchange, was honored at a testimonial dinner Tuesday, May 27, at the Hotel 2400 in Washington, D. C.

Miss Amelia C. DeDominicis, pharmacist with the State Department of Health was one of 61 recently honored for 25 years of loyal service at a Health Department dinner. We add our personal felicitations, Amelia.

I wonder how our friend Miss Toomey of the Dental School really broke that thumb?

To all those who graduated sons and daughters, congratulations! If you would only send in the names—don't be so modest.

Talking about personalities, we have some nice pharmacy students that are looking for employment. Give Joe a call—SAratoga 7-0746. Call Joe if you have news too.

Congratulations to grandpa and grandma Manny Wagner. Phyllis presented Dad Brill with a son and Manny and Sadie Wagner with a grandson. Phyllis doubles as a pharmacist for Dad.

What happened to Lou Davidov since that California Trip? Still up in the clouds, Lou?

The same goes for those June weddings. We like to print good and joyous news. Help us keep this column alive. It can get better with your help.

Robert E. Lawson, associate pharmacist at Springfield City Hospital, Springfield, Ohio, has been appointed director of pharmaceutical services at the University of Maryland's University Hospital. He received his master's degree in pharmacy from the University of Maryland Pharmacy School.

In sorrow the thoughts of your friends blend with yours.

WILLIAM ROSSBERG

William Rossberg died at Bon Secours on May 12th at the age of 81.

Mr. Rossberg was born in West Baltimore and spent 57 years of his life conducting a drug store in the same area. He was graduated from the Maryland College of Pharmacy in 1898.

He was a friendly man who took pride in his profession. He was a member of both the Maryland Pharmaceutical Association and the Baltimore Metropolitan Pharmaceutical Association and supported Association activity. We shall miss this distinguished member of the old School.

Heartfelt sympathy is extended to the members of his family who survive him.

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Dosage: Three or four tablets or one packet, three or four times a day.

Supplied—tablets in bottles of fifty—granules in boxes of twelve, one gram packets.

1. *Siver, Robert H.: Current Medical Digest, Vol. XXI, No. 9, September 1954.*
2. *McGivney, John: Texas State Journal of Medicine, Vol. 51, No. 1, January 1955.*
3. *Frykman, Howard M.: Minnesota Medicine, Vol. 38, No. 1, January 1955.*

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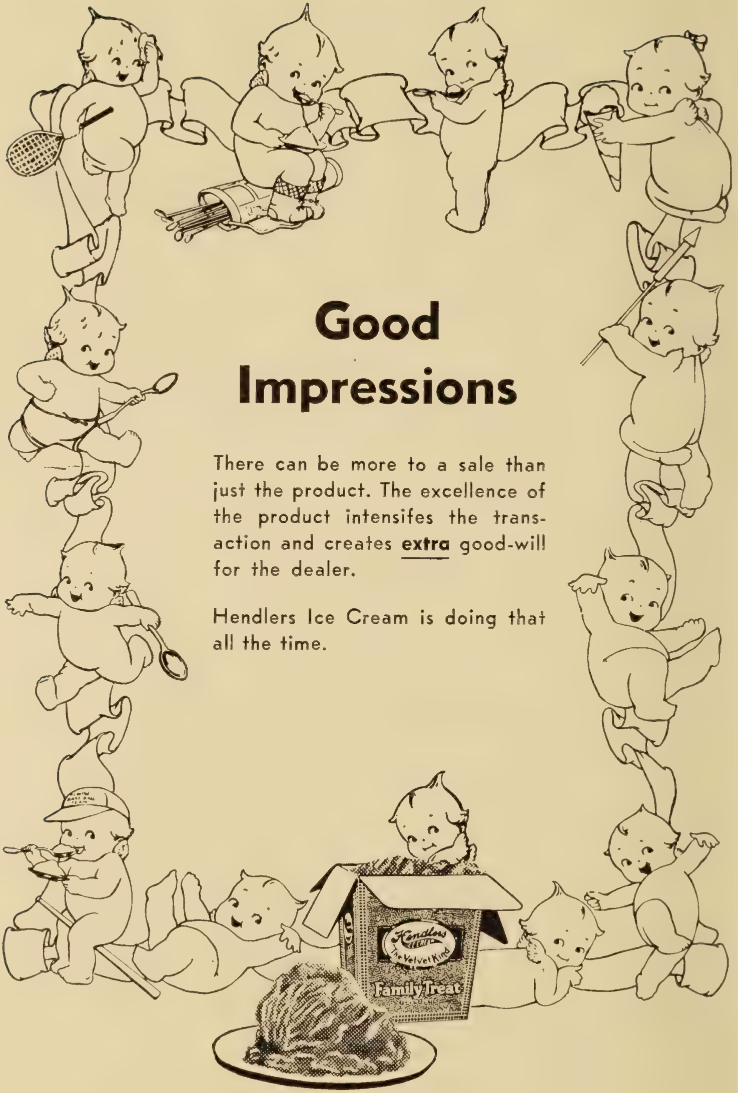
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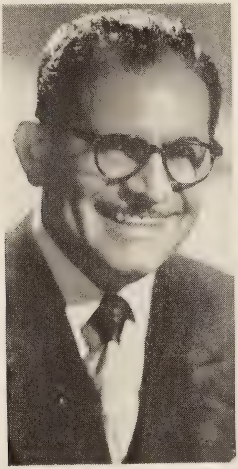

FRANK BLOCK, *President*
MARYLAND PHARMACEUTICAL ASSOCIATION
1958-59

(Meet the President on page 628)

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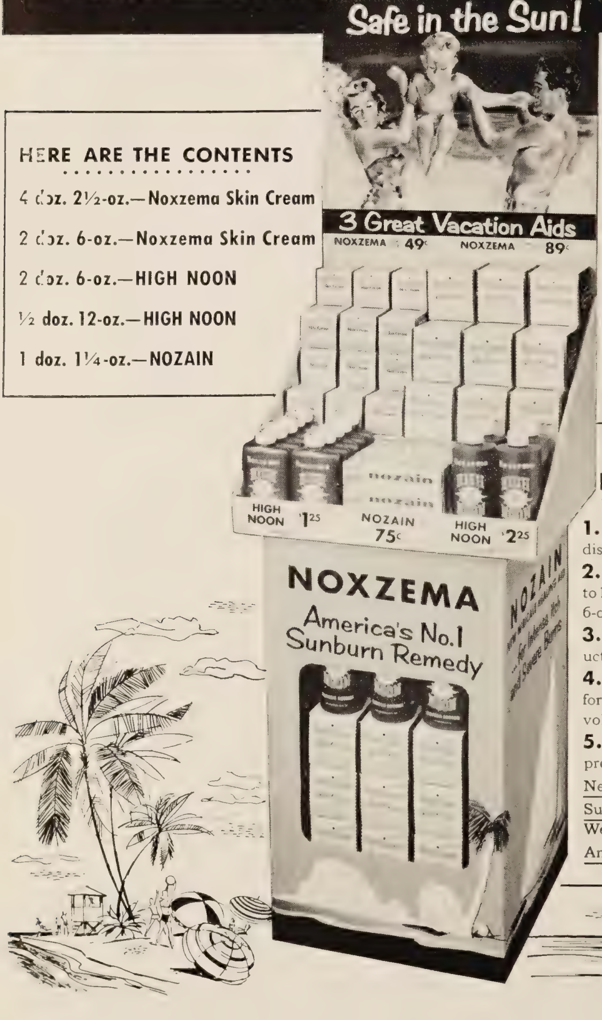
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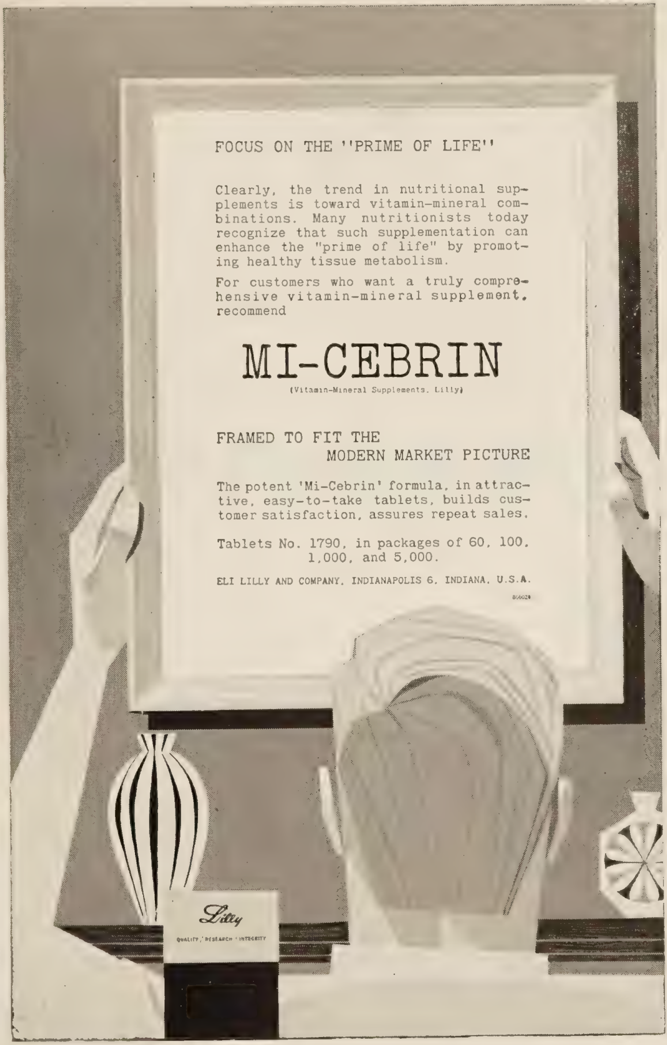

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Clearly, the trend in nutritional supplements is toward vitamin-mineral combinations. Many nutritionists today recognize that such supplementation can enhance the "prime of life" by promoting healthy tissue metabolism.

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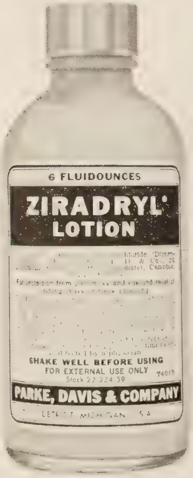
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The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION
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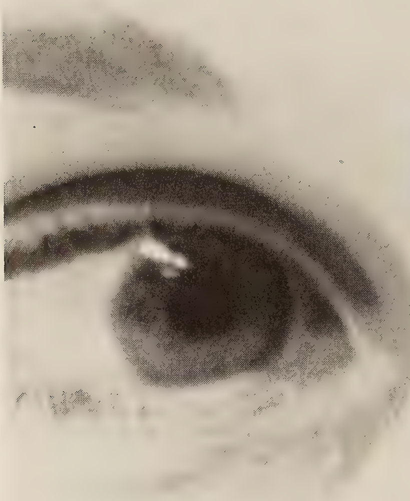

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... Editorial ...

76th ANNUAL CONVENTION

We did it again. The Spirit of '76 really prevailed at the 76th Annual Convention of the Maryland Pharmaceutical Association which was held at the Shelburne Hotel, Atlantic City, New Jersey, June 29, 30 and July 1, 2, 1958. The Convention was an outstanding success in every respect.

The Travelers and Ladies Auxiliaries joined with the parent organization to make the Convention a gala occasion. Although we achieved a new high for a one day attendance of 411, the average four day attendance was only 319, which fell short of the 1957 Convention attendance. Pharmacists and their families accounted for close to 75% of those attending.

We are particularly proud to note the high attendance of pharmacists, especially those of the younger generation. This is a good sign. It denotes an eagerness to meet with one's fellowman, not only in pleasure, but also to deliberate and to help resolve the problems of the drug industry in a spirit of togetherness. This type of support makes for strong organization and good intra-professional relations.

The planned program was of the highest order. It reflected serious and thoughtful coordination. The Convention Committee is to be commended for a job well done.

The feature of the speaking program was two panel discussion presentations. The first of the two was presented on Monday of the Convention. Harold M. Goldfeder, Vice President of the Association, was Moderator. The panelists on "Operations Front and Center", were: William L. Fort, Merchandising Manager, Life Magazine; Robert L. Swain, Editor, Drug Topics; and H. C. Van Arsdale, Executive Vice President, Smith, Kline and French, Incorporated. A lively question and answer period followed the presentation of the panelists. The entire discussion was geared to the importance of "out-front" business in the Drug Store, and not only how to hold this lucrative business, but also how to improve it. Every facet of successful operation was touched on — buying, merchandising, display, inventory control and profit.

The second panel discussion, which followed the same pattern of presentation as the first, took place on Tuesday of the Convention. Gordon A. Mouat, Vice President of the M.P.A., served as Moderator. This discussion, known as "Operation Professional Pharmacy", was confined entirely to the prescription department and professional services of the modern pharmacy. Growth and the reasons for the growth of prescription services were well presented by Carl K. Raiser, Director of Distribution for Smith, Kline and French Laboratories. Frederick D. Lascoff, President of J. Leon Lascoff and Son, Apothecaries, spoke of the role pharmacists are rendering as members of the health team and how services can be expanded to both the physician and the patient. Charles C. Rabe, Manager of Special Projects, J. B. Roerig and Company, discussed inventory control and other economic problems of the prescription department.

Both panel discussions were very enthusiastically received and elicited favorable comment and discussion. Our very own Moderators did well in keeping the programs running smoothly.

Considerable time was devoted to the business of the Association and the problems confronting pharmacy. This is reflected in the committee reports and in the resolutions adopted which covers every facet of the profession. These are already receiving the attention of the Association and shall be reported in full in the Proceedings Number of the Maryland Pharmacist.

All was not work at the Convention. The entertainment program was replete with pleasure for all—young and old alike. Every minute of the day and night was occupied with some activity or another. For this phase of the Convention, we are grateful to those suppliers listed elsewhere in this Journal, who made this possible through their generous contributions.

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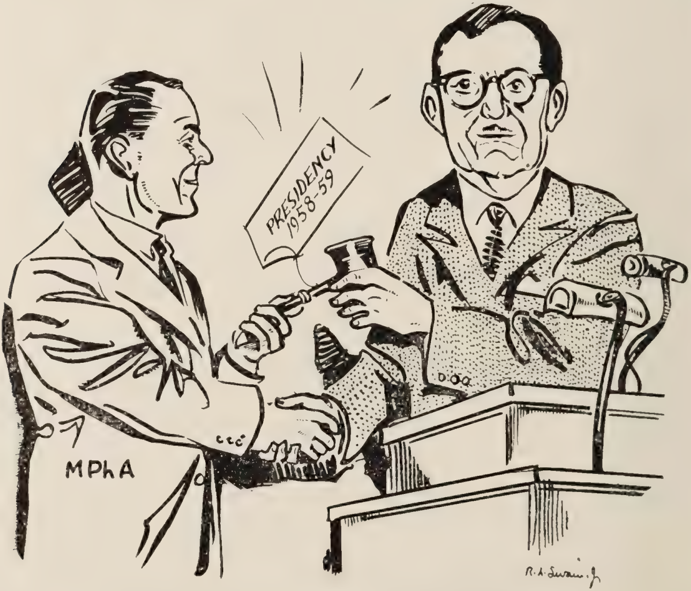

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PRESIDENT'S MESSAGE

Dear Fellow Pharmacists:

As I ponder over my initial message as President of the Maryland Pharmaceutical Association, I reflect in the heritage handed me for safe keeping and I feel very humble and very proud to have been chosen to follow those who have contributed so much to establish the Maryland Pharmaceutical Association. I hope, that during my administration, I shall be able to contribute something constructive to the Association and the profession of pharmacy.

The ensuing year has all the earmarks of being climactic in many phases affecting pharmacy. Fair Trade is fighting for its life. H.R. 10527 and S. 3850, Federal Fair Trade Legislation introduced in the House of Representatives and Senate, should receive your immediate serious attention. All Congressmen and Senators should be urged to support these Bills. The aid of all small businessmen should be solicited. They are in the same boat you are in. Robinson—Patman Legislation should be fully supported. The release of ethical pharmaceuticals for over-the-counter sale should be watched with a wary eye. This is usually the forerunner of promiscuous sale by grocery and variety outlets with all the complications of display and advertising allowances included.

In spite of the seemingly dark picture depicted above, all is not lost or hopeless. The recession has caused many to tighten their belts, but the drug industry continues to show progress. However, we must not be complacent. We must back our leaders, when called upon, to face any challenge that may arise. Collectively, we will succeed; individually, we will fail.

Congratulations are in order to George M. Schmidt, for his efficient guidance and leadership during his year as president of the Association, and for a most successful finale—The 1958 Convention held in Atlantic City. Congratulations and recognition are in order also to L.A.M.P.A and T.A.M.P.A. for their splendid continued cooperation. Allow me the privilege of congratulating my wife, Eve, for her successful administration as President of L.A.M.P.A last year. That goes for George Teass, past President of T.A.M.P.A., also.

To the incoming presidents of L.A.M.P.A. and T.A.M.P.A., Lee Cooper and Joe Muth respectively, I offer my best wishes for a most successful year. I promise my wholehearted support and cooperation toward that end. If we all work together, as has been done in the past, we can't miss.

In conclusion, I offer my services to the rank and file pharmacists of the State. I am at your beck and call.

Sincerely,

FRANK BLOCK,
President

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Operation Front And Center

A panel discussion feature of the 76th Annual Convention on merchandising. The panelists were . . .

WILLIAM L. FORT
Merchandising Manager
Life Magazine

Mr. Fort directs the merchandising activities of Life Magazine in a number of categories. He has been associated with the magazine's sales and merchandising in the drug and toiletries field in a very direct way. He has been in the business of advertising, selling, and merchandising for many years. His topic was: "Better Merchandising Means Better Profits and Public Relations."

DR. ROBERT L. SWAIN
Editor Drug Topics and
Drug Trade News

Dr. Swain is certainly no stranger in our midst. He has received every conceivable honor that Pharmacy could confer on him, including several honorary degrees, the Remington Medal, the U. of Md. Pharmacy School Alumni Award and many others. He is a graduate of our Pharmacy School and Law School and a past president of the Maryland Pharmaceutical Association. A past president of the A. Ph. A., he is now President of the A. Ph. A. Council. His "Lost Sheep Crusade" has made him an authority on drug store merchandising.

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the twig
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Executive Vice President
Smith, Kline & French, Inc.

Mr. Van Arsdale has had experience in the drug and toiletries field since 1920 as a toiletries and drug buyer of a department store, and sundry buyer and sales manager of a wholesale drug house. He has been with Smith, Kline & French, Inc. since 1938 as Sales Manager, Vice President and Director and presently as Executive Vice President. He discussed the wholesaler's role in distribution and merchandising.

A lively question and answer period followed the presentations of the panelists. Third Vice President, Harold M. Goldfeder served as moderator.

Operation Professional Pharmacy

Another feature of the Convention. A panel discussion on professional pharmacy and the successful operation of the prescription department. The panelists were . . .

CARL K. RAISER
Director of Distribution,
Smith, Kline & French Laboratories

Carl K. Raiser has for more than fifteen years dealt with the problems of the ethical pharmaceutical industry. His presentation centered on therapeutic product development and its relationship to the growth of prescription volume. His insight into the problems of pharmacy was reflected in his talk.

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DR. FREDERICK D. LASCOFF

President, J. Lascoff & Son,
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Dr. Lascoff is a practicing pharmacist. He has served as lecturer at Columbia University. He has edited several publications on prescriptions and is currently Prescription Editor of "Drug Topics." Dr. Lascoff is a past president of the American College of Apothecaries and has served on many committees of pharmaceutical importance. He discussed the role of the pharmacist in public health and how pharmaceutical services can be expanded on an ethical professional level.

CHARLES C. RABE

Manger of Special Projects,
J. B. Roerig & Co.

Mr. Rabe has had a diversified background in pharmacy. He has worked as a practicing pharmacist and has served as a detail man for pharmaceutical manufacturers. He taught Pharmacy Administration at the St. Louis College of Pharmacy. Prior to joining Roerig, he served as assistant to the secretary of the A. Ph. A. His talk was on the economic aspects of the prescription department covering inventory, overhead, markup, and services.

The formal panel presentation was followed by an interesting question and answer period. Second Vice President, Gordon A. Mouat was the moderator.

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School of Pharmacy, University of Maryland, News

ALUMNI ASSOCIATION OFFICERS — 1958-59

Reading from l. to r.: Victor H. Morgenroth, Jr., 1st Vice-President; Irving I. Cohen, 2nd Vice-President; Samuel A. Goldstein, Executive Committee; Mrs. Bertha Budacz, Treasurer; Samuel Portney, President; Frank J. Slama, Executive Secretary, and James P. Cragg, Jr., Executive Committee.

ALUMNI ASSOCIATION OF THE SCHOOL OF PHARMACY, UNIVERSITY OF MARYLAND

The Thirty-third Annual Banquet and Dance of the Alumni Association of the School of Pharmacy was held on Thursday evening, June 5, 1958, at the Emerson Hotel.

Approximately 300 persons were in attendance, including the candidates for graduation and their ladies or escorts, members of the faculty of the School of Pharmacy and invited guests.

The Invocation and Benediction were given by Reverend Oscar W. Carlson, Pastor of Ascension Lutheran Church, Towson.

In the absence of President H. Nelson Warfield, who was a patient in the Maryland General Hospital, the guests were welcomed by Norman Levin, Chairman of the Executive Committee.

Francis S. Balassone, Chief of the Division of Drug Control, State Department of Health, was toastmaster and introduced the invited guests.

David L. Brigham, Executive Secretary of the General Alumni Association brought greetings, admonitions and advice to the candidates for graduation from the University of Maryland.

Dr. W. Paul Briggs, Executive Director of the American Foundation for Pharmaceutical Education, delivered the principal address. His was a thoughtful and timely speech, dealing mainly with the many opportunities for pharmacy graduates in the successful practice of the profession and also their obligations to the profession and to society. Dr. Briggs is noted for his devotion to pharmacy and to pharmacy education.

Governor Theodore R. McKeldin was presented and gave the speech which he stated he had planned to give at the Medical Banquet, which address was appropos for both medical and pharmacy candidates for graduation.

The Annual Honored Alumnus Award was presented to Dr. John C. Krantz, Jr. of the Class of 1919, who was President of the Alumni Association of the School of Pharmacy in 1927-28, by Toastmaster Balassone, who gave a resume of the brilliant and outstanding work of the recipient as a research scientist, teacher and author.

Dr. Krantz responded with some interesting experiences when he was a young teacher in the School of Pharmacy.

The Memoriam Presentation of the Past President Award to Charles S. Austin, Jr. was made by Simon Solomon to Mrs. Charles S. Austin, Jr.

Dean Noel E. Foss presented the candidates for graduation, and Norman Levin awarded alumni prizes to those who received honors in the School of Pharmacy.

Jay R. Brinsfield, President of the Graduating Class, responded with thankful appreciation for the many favors shown the Class by the Alumni Association.

Special framed certificates were presented to pharmacists who had given their communities fifty years or more of faithful service after graduation from the School of Pharmacy—Drs. Charles W. Folkemmer, William H. Kammer, Maurice L. Parelhoff and W. Webster Seward.

Recognition was made of several class reunions preceding the installation of officers for 1958-59, and the bestowing of thanks to the chairmen and members of the committees in charge of the banquet.

Dancing concluded the program of the evening.

The room had been beautifully decorated by Hahn & Hahn in memory of Dr. Charles C. Neal, Dr. E. F. Kelly and Dr. A. G. DuMez.

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THE TONI CO.—Page 95-E	
Pamper Shampoo—1½ oz.	.35
JOHN H. BRECK, INC.—Page 9-B	
Breck Hair Set Mist—8 oz.	$1.50
PRO-PHY-LAC-TIC BRUSH CO.—Page 81	
Child's Tooth Brush—No. 415 & No. 105	.39 each
Natural Bristle Tooth Brush—No. 600 & No. 700	.79 each
Perma Grip—large	$1.19 each
Perma Grip—medium	.69 each
Perma Grip—small	.49 each
HELENE CURTIS IND., INC.—Page 37-C	
Shampoo Plus Egg	$1.89
ANDRUE LABORATORIES, INC.—Page 1-F	
Vita-Yums—30 day supply	$1.79
Vita-Yums—45 day supply	1.98
Vita-Yums—60 day supply	2.98
Vita-Yums—90 day supply	3.98
Vitapops—15 day supply	.98
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Vita-9's—10 day supply	.25
W. F. YOUNG, INC.—Page 106-B	
Absorbine, Jr.—1 oz.	.59
THE NATIONAL PHARMACEUTICAL MFG. CO.—Page 65	
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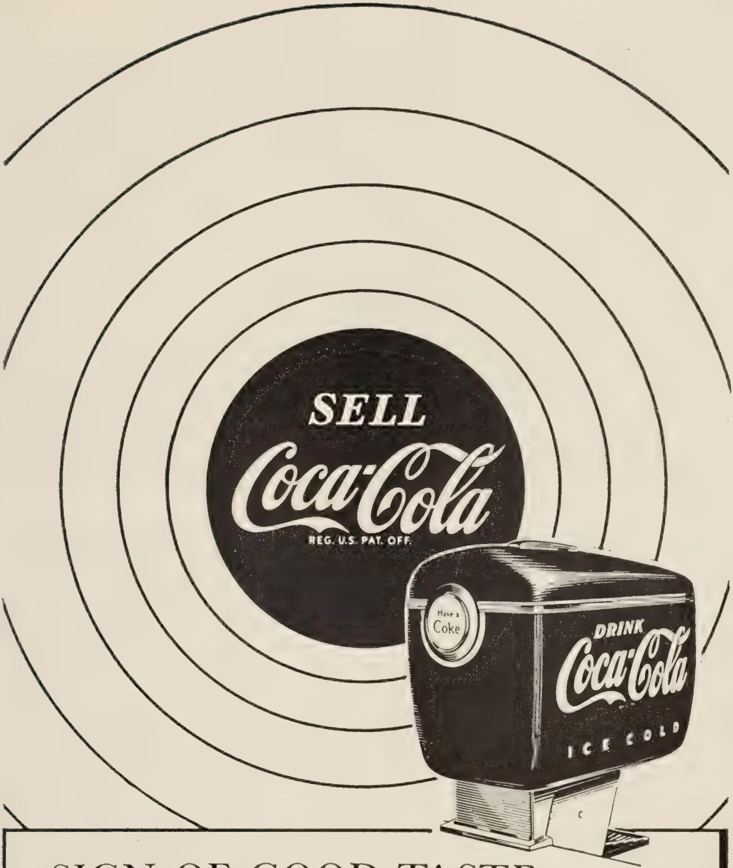
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RHO CHI OMICRON CHAPTER

By **FRANK R. MILIO and ROBERT P. KOKOSKI**
Instructors, School of Pharmacy University of Maryland

In summer, much attention is focused on suntan products and burn preparations. A vast market exists for a product that will adequately protect against sun-burning and/or soothe and relieve the painful irritation of sun burn.

The raw materials used in the preparation of suntan aids are many and varied. This wide variation is due to the fact that several types of products are in existence. There are emulsified lotions, alcoholic solutions, oils, powders, ointments, emulsified creams and aerosols. Each of these are subdivided into two other categories, namely physical sunscreens and chemical sunscreens. Physical sunscreens are made of, or contain certain ingredients capable of reflecting the light rays, as exemplified by zinc oxide, etc. Chemical sunscreens contain materials capable of absorbing the harmful rays of the sun, permitting the tanning rays to penetrate into the skin.

In review, the light spectrum is comprised of a series of different wave lengths ranging from the ultraviolet (from 1000 Angstrom Units) to the infra-red (up to 120,000 units). All light rays of a shorter wave length than 4100 units are responsible for sunburn or suntan. The shorter the wave length the more intense the burning, so that an ideal sunscreening agent should block out harmful rays of the sun between 2900-3100 units, as those below this are generally absorbed by the atmosphere.

Thus the ideal sunscreening product should permit sufficient of the actinic rays to reach the skin for a beautiful and healthful tan In addition the product should be mildly antiseptic, cooling, soothing, easily applied, pleasantly scented and essentially non-irritating.

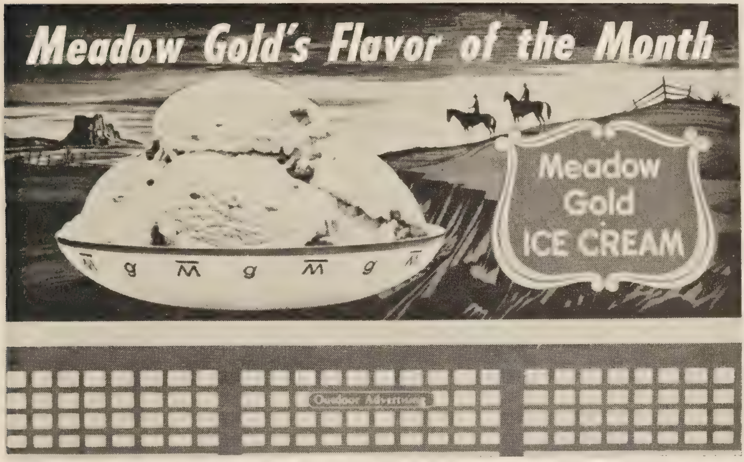
Esters of p-amino benzoate and many other organic substances are being utilized for this purpose.

The newest advent in the field of medication for specific protection from burn-producing solar radiation is Upjohn's brand of methoxsalen (Meloxine) which is reported to increase tolerance to sunlight, enhance and accelerate natural tanning, and reduce flaking and peeling. However, this product is to be used by healthy individuals and the use of a sun protective cream after exposure is recommended. From this, it is evident that the need and use of our present-day aurea of cosmetic type pharmaceutical formulations will continue to be needed and used.

PATRONIZE

OUR ADVERTISERS

THEY ARE OUR FRIEND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Meadow Gold ICE CREAM
Outdoor Advertising

Now! The Greatest Outdoor Advertising Campaign in MEADOW GOLD History!

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Strategically located all over town featuring the "Flavor of The Month", month after month for a full year!

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Tie-in with this great promotion! Feature the MEADOW GOLD "Flavor of The Month" and CASH-IN with bigger sales!

• T.A.M.P.A. TATTLER •

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Volume 16 JUNE, 1958 No. 12

MEET TAMPA'S PRESIDENT 1958 - 59

JOSEPH L. MUTH
President, Travelers Auxiliary
Maryland Pharmaceutical Association

In our local drug industry there is one outstanding man who sells to the retail pharmacist and the wholesale drug buyer. He is your TAMPA salesman. Why should this man be different from any other man who enters your place of business? The answer is simple, but too often overlooked. Your TAMPA salesman not only calls on you and services you for his Company, but he is working for you throughout the entire year.

He works on committees, supports your affairs, attends regional meetings, conventions; and in general has devoted his activities to your organization beyond his normal business day. Many hours are freely given to the drug industry by this man.

This man deserves your wholehearted support and confidence. It is men such as these who are the backbone of both the retail and wholesale drug business. The manufacturers' representatives and wholesale drug men who make up TAMPA should be as important to you as you are to them. It is strictly an organization with mutual benefits for all. So, rely on him, respect him, and cooperate with him. He is the solid foundation, the bulwark of our local drug industry in all its phases.

This is the reason why I feel so grateful and honored to be given the opportunity of serving these men during the coming year.

TAMPA MEETING

The June Luncheon Meeting was held on June 7th at the Oriole Tower, Broadway and Harford Road. The attendance was better than usual and the luncheon was well served and good.

President Teass announced the Convention Committee, Hy Davidov, General Chairman of the Convention and Joe Cohen, Secretary of the Maryland Pharmaceutical Association spoke on the highlights of the Convention and explained the details regarding accommodations, rates, etc.

Installation of officers will take place at the post Convention meeting to be held at the Park Plaza on July 26th.

A contemplated Crab Feast is being planned for some time in August. Time and place will be announced at a later date.

DRUG STORE CHANGES

The following are changes in drug stores for May:

Drug Stores Opened

Sun Ray Drugs, Orleans & Eden Sts.
Howard & Morris Pharmacy, Towson.
Greenbelt Pharmacy, Greenbelt.
Leon Strauss.

Closed

Patrick's Pharmacy, Hyattsville.
Capone's, Guy Capone, Falls Road.
Legrande Johnson, 225 E. North Ave.
Gaines Pharmacy, Poplar Grove & Edmondson.

Change in Ownership

Sun Ray Drugs, 301 S. Broadway to B.&J. Pharmacy, Jos. V. Brazius.

Donnybrook Pharmacy, Towson to Segal Pharmacy.

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For Minor Skin Irritations

1 Doz. 4 oz. $3.50
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BUPEC

An Effective DIARRHEA MIXTURE

1 Doz. 4 oz. $3.50
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1 Doz. 8 oz. $5.40
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BYE-BUG

A Fine INSECT Repellent

ODORLESS—GREASELESS

1 Doz. 2 oz. $3.50
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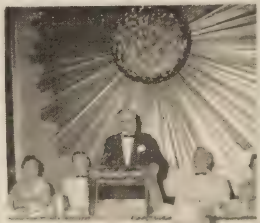
F.T.M. $.59

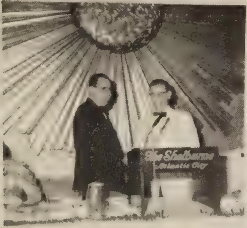
The National Pharmaceutical Mfg. Co.

BALTIMORE, MD.

Pictorial Review of the Spirit of 7



onvention . . .


The Shelburne
Atlantic City

The Shelburne

-: NEWS ITEMS :-

MEET THE PRESIDENT

Frank Block was elected 75th President of the Maryland Pharmaceutical Association at its 76th Annual Convention held at the Shelburne, Atlantic City, New Jersey, June 29 through July 2. 1958.

Frank is a native Marylander, born in Baltimore, August 1, 1904. He attended the Baltimore City College, graduating in 1922. He studied pharmacy at the University of Maryland, graduating and becoming a registered pharmacist in 1924. After a short period of employment as a pharmacist, he became owner of Curtis Bay Pharmacy and has operated that establishment for a number of years.

His association activities are many and varied. He is a past president of the following organizations: Alumni Association, School of Pharmacy, University of Maryland; Baltimore Metropolitan Pharmaceutical Association; Baltimore Veteran Druggists; and Alumni Club of Baltimore.

At the present time he is also President of the Alumni Council and General Alumni of the University of Maryland, and a member of the Board of Directors of the Calvert Drug Company.

Besides those organizations mentioned, he holds membership in the American Pharmaceutical Association and the National Association of Retail Druggists. He is a member of the Masonic Order, Scottish Rite and Yedz Grotto.

Frank has served on many pharmacy committees on a local, state, and national level. He was chairman of the Maryland Pharmaceutical Association Legislative Committee for several years.

Frank is married to the former Eva H. Cohen of Baltimore. They have two sons. Jerome is a pharmacist and is associated with his father in operating the Curtis Bay Pharmacy. David is a scholarship student at the Peabody Conservatory of Music. The Block family makes its home in the Forest Park section of Baltimore.

Next to his family, Frank has shown unusual devotion to the profession of pharmacy. With his background of activity and experience, he should have a most successful term as president of the Association.

MESSAGE FROM L.A.M.P.A.'S PRESIDENT

MRS. MORRIS COOPER

Dear Members of L.A.M.P.A.:

Only July 1, 1958, I accepted the great honor of serving as your president, an honor which I shall always cherish, for L.A.M.P.A. has become very near and dear to my heart in the short five years of its existence.

I shall sincerely endeavor during my term of office, to merit the confidence you have placed in me.

The spirit of friendliness and good fellowship that prevailed at our fifth

A Cordial Invitation is Extended

TO ALL MARYLAND PHARMACY

TO VISIT THE

SIXTH ANNUAL

BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

DRUG AND GIFT SHOW

EMERSON HOTEL BALLROOM
BALTIMORE, MARYLAND

September 9-10-11-1958
FROM 1:00 P.M. 'til 11:00 P.M. DAILY

SEE . . .

- **NEW** Fall and Holiday Gift Items
- **NEW** Store Equipment
- **NEW** Drug Promotion Ideas
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TO BUY RIGHT — Place Your Orders At The Drug and Gift Show. Take Advantage of Show Specials.

TO SELL RIGHT — Be Competitive — Visit the Sixth Annual Drug and Gift Show

Hundreds of Gifts and Prizes For All Buyers Who Attend the Show!

Visit The Model Drug Store

annual meeting in Atlantic City at the Shelburne Hotel, and the good time that was enjoyed by all who attended that meeting, demonstrated that our purposes in forming L.A.M.P.A. are well accepted and highly regarded.

To our outgoing president, Mrs. Frank Block, we extend congratulations on a year of excellent and devoted leadership.

For the coming year, we are planning a number of interesting activities for your enjoyment. Program committees have already been appointed, and we cordially invite each and every L.A.M.P.A. member to join us at our opening meeting on Thursday, October 16, at the Peter Pan Inn.

It is with pride that we report at this time that L.A.M.P.A. now has over 221 members.

The Officers and Board Members are listed elsewhere in this Journal.

We pledge continued support to the Maryland Pharmaceutical Association, and to L.A.M.P.A., and we pray that the spirit of friendship and understanding will continue always among us, the women associated with pharmacy

Cordially,

LEE B. COOPER

L.A.M.P.A. OFFICERS FOR 1958 - 59

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President—
  Mrs. Morris Cooper
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  Mrs. Alex J. Ogrinz, Jr.
2nd Vice President—
  Mrs. Anthony Padussis
3rd Vice President—
  Mrs. Samuel Raichlen
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Mrs. Edward Maisenhalder, Bel Air
Mrs. William Cooley, Cumberland
Mrs. Charles S. Austin, Ex-Officio

A MESSAGE TO LAMPA

Dear Lampa:—

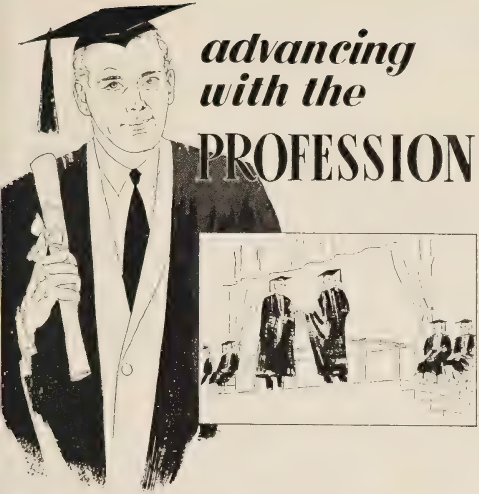
My sincere best wishes to LAMPA'S new President Mrs. Morris L. Cooper for a successful and fruitful year. I pledge my loyal support to the new regime. I am confident that with the well chosen Officers and Board, a successful year is assured. Those of us who have served before you are behind you 100%.

I have thoroughly enjoyed my year in office and hope in some small degree my services have been beneficial. I have done my best to meet the responsibilities of this position, and to discharge my obligations in a manner creditable to myself and this association. I shall cherish the memory of this year always and deeply appreciate your confidence in having elected me your President, a confidence I have made every effort to justify.

Many thanks to my Officers, Board Members, Chairmen and Committees. Thanks to the many husbands of our members who have helped make this 5th Anniversary year a memorable one. Especial thanks to Mr. Joseph Cohen, Executive Secretary for his excellent guidance. You all deserve a word of praise. Your support and friendship has been reward enough.

Sincerely,

MRS. FRANK BLOCK
Pres. 1957-58.



advancing with the PROFESSION

A Welcome to all Graduates

Pharmacy today is on the threshold of a new era of conquest in the abating struggle not only against disease but against public misgivings relating to your profession.

Graduation must not be regarded as the beginning of a period of relaxation of effort, but rather as the inception of a career which offers a multiplicity of opportunities to increase one's proficiency in the art and science of pharmacy and to further the much neglected professional facet of the pharmacist's status in public health.

In extending our most sincere congratulations to all 1958 pharmacy graduates — as a service wholesale house serving all retail pharmacists, we re-affirm our continuing pledge of service. We will continue to offer him unique services and benefits derived from our many years of experience as a service wholesale druggist.

And to you — the graduate — from all of us, a welcome to your honored profession. Best wishes for your future success and happiness . . .

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PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacists:

The Convention of the Maryland Pharmaceutical Association held in Atlantic City was an outstanding success professionally and socially. Everyone I spoke to enjoyed every phase of the Convention. I was glad to participate in it in my own small way. I want to thank those members of the B.M.P.A. who attended the Convention for their support. I hope that next year more of you will be in a position to attend.

The Fall activities of the Baltimore Metropolitan Pharmaceutical Association will begin with the Drug and Gift Show at the Emerson Hotel Ballroom, Tuesday, Wednesday, and Thursday, September 9-10-11, 1958. Show hours will be from 1:00 p.m. until 11:00 p.m. daily.

In addition to the actual exhibits and the Model Drug Store, many innovations are planned, including an extensive array of gifts and prizes for pharmacy owners, and visits of well known personalities in the sports and entertainment world.

This makes the sixth annual Show sponsored by the Association. It is planned to give the retail pharmacists of Maryland an opportunity to acquaint themselves with new drug and merchandising promotions, to see new holiday and gift items, to learn of new methods of increasing sales and profits. Special money saving offers will prevail at the Show only which will not be available at any other time. It will be worth your while to anticipate your drug and gift needs and make your purchases at the Show. Tell your suppliers now that you will make your purchases at the Show.

I was favorably impressed by a story in the "Wall Street Journal" on the recent Housewares Show held in Atlantic City. They reported that retailers were buying heavier than last year, anticipating good Fall and holiday business. This is a good omen. Retail pharmacy should take a lesson from this. Be competitive. Anticipate your needs. Buy at the Show—don't wait until two weeks before Christmas. Remember, lost sales don't come back. You can't do business from an empty wagon.

Sincerely,

ALEXANDER J. OGRINZ, JR.
President.

MEDICARE

The office of Dependent's Medical Care will cease to pay physicians for drugs for maternity patients as of July 1, 1958.

Medicare patients may continue to obtain medication from pharmacists of the Uniformed Service Medical Facilities upon prescription of a civilian ph sician if the items prescribed are ava able there or they may obtain su medication from civilion pharmaci at their own expense.

The change in policy stems fr recommendations of the National A visory Committee on the Medicare Pr

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OUNGS RUBBER CORPORATION

gram which met in the office of the Secretary of Defense, May 9th.

As a result of these discussions and the data furnished, the department has decided that it will suspend payment through physicians to drug stores for prescriptions filled by them. The program, as it is now constituted, has caused adverse criticism both from the pharmacist and the physician. The department felt that it could not make payments direct to the drug stores along the lines of the Veteran's Hometown program without additional legislation being passed by Congress. They have, therefore, decided that the program as such will be stopped on July 1st and the only medication that the department will pay the physician for will injections given in the physician's offic If the physician desires for the patie to have other drugs such as vitami he can write a prescription and if go ernment facilities can fill the prescri tion it will be filled without cost to t patient; but if the government cann fill the prescription, then the patient have to pay for such medication fro the civilian pharmacist.

There is a possible chance that ne legislation will be started to corre the condition so that pharmacists c fill these prescriptions and handle the along the same lines as the Veteran Hometown prescription program is no being handled.

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by thousands of dollars
of effective advertising.

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ASSORTMENT *

12 different trays
of fancy chocolates
to choose from

4 trays fill an attractive
two-layer gift box

*T.M. of Robert A. Johnston
Milwaukee, Wisconsin

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Individual trays 39¢

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MILK

GET THE BEST . . . . GET . . . .

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TRADE MARK
DAIRY PRODUCTS

MU lberry 5-3800

got a prescription problem?

call Bill Smith

Gilpins new
Pharmaceutical Specialist

- ? new or unfamiliar drug
- ? pricing
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- ? usage
- ? availability

get the answer fast... by phone

call Mu. 6-8400

The Henry B. Gilpin Co.

7401 Pulaski Highway

Serving Metropolitan Baltimore, Delmarva Peninsula.

Full Line, Full Service Wholesale Druggists Since 1845.

E. D. S. . . .

new Emergency
Delivery Service

A new rush service for emergency fill-ins when stocks run out or a new drug is called for.

Call MU. 6-8400

V. A. INCREASES RX FEES

- **Revised prescription fee schedule under new V.A. Hometown Pharmacy Program contract boosts fees for non-prefabricated medications by about 20 per cent**

Also increases the minimum fee for any prescription from 50 cents to $1.00

- **Make an adjustment of fees for less than full package quantities of prefabricated medications**

The Veterans Administration will offer contracts to state pharmaceutical associations for the 13th consecutive year of the V.A. Hometown Pharmacy Program starting July 1, 1958.

The new contracts will reflect several important changes under which local participating pharmacists and the state associations will benefit to the extent of receiving more adequate compensation for services rendered.

A revised prescription fee schedule increases fees for non-prefabricated Rx medications by an average of about 20 per cent. It also increases the minimum fee for any prescription from 50c to $1.

With respect to prefabricated medications, the only change involves an adjustment of the fees for less than full package quantities by providing a markup of 75 per cent for quantities having a wholesale cost of $4.00 or more.

Allowances paid to state associations for administering the program have been adjusted in a manner that will provide increased compensation for all except a limited few whose dollar volume of participation exceeds the over-all general average of such dollar volume.

Terms of the revised contract were negotiated by officials of the Veterans Administration headed by Chief Pharmacist Vernon Trygstad with a committee of the National Conference of State Pharmaceutical Association Secretaries comprising John J. Debus of New Jersey and Nicholas S. Gesoalde of New York.

Major changes in the VA pricing procedure follow:

Liquid, Solid or Powder Proprietaries

Quantities Less Than Manufacturer's Size:

Under the present procedure VA Participating Pharmacists could charge cost of quantity dispensed, plus 75%, or the Schedule price whichever was higher, regardless of the wholesale price.

Under the new pricing procedure to go into effect July 1, 1958, if the cost of the quantity dispensed is *$4.00* or *less*, you may charge:

Cost plus 75% or the Schedule price, whichever is higher.

If the wholesale cost of quantity dispensed is *more* than *$4.00*, you may charge: cost plus 66%.

Tablets, Pills, Capsules, Etc.

Previously participating pharmacies could charge for quantities less than manufacturer's size and regardless of wholesale price:

Cost plus 150% for all quantities up to and including ¼ of manufacturer's size.

Cost plus 100% for all quantities up to and including ½ of manufacturer's size.

Cost plus 75% for all quantities greater than ½ of manufacturer's size.

Under the new pricing procedure, for quantities less than manufacturer's size and wholesale cost of quantity dispensed is *$4.00* or *less*, you may charge:

Cost of quantity dispensed, plus *150%* for all quantities up to and including ¼ of manufacturer's size.

Cost plus *100%* for all quantities up to and including ½ of manufacturer's size.

Cost plus 75% for all quantities greater than ½ of manufacturer's size.

If wholesale cost of quantity dispensed is *more* than *$4.00*, charge:

Cost plus 75%.

Minimum Price or Any Prescription Raised From $.50 to $1.00

Schedule Prices for most items have been raised:

For example: New Schedule Price for 6 ozs. Internal Liquid will be $2.00. Was

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Learn how Delvale can serve you. Call us today for complete information.

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CATALOGUE WHOLESALE DRUGGIST & SUNDRYMAN

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formerly $1.60. 16 oz. price will be $3.50—formerly $3.00.

Schedule price 100 Handmade Capsules Papers, etc. will be $6.00—formerly $5.00.

Handmade suppositories will be $8.50 for 100—formerly $7.50.

Also note that the minimum price on the VA pricing schedule will be $1.00, which is in line with the VA's new minimum price of $1.00 for any prescription.

However, it must be borne in mind that prices charged for VA prescriptions must not exceed those charged non-veterans for identical items.

LILLY SUSPENDS POLIO PRODUCTION

Eli Lilly and Company suspended production of polio vaccine, effective June 1, because of large supplies on hand and public apathy toward immunization.

Company officials stressed that production will be resumed whenever the situation indicates a need for it.

At the end of May the Lilly stockpile stood at more than 20 million doses. The usual seasonal demand failed to materialize.

About 50 persons working on vaccine production and testing are being reassigned to new jobs. Approximately a dozen others are remaining in the standby polio vaccine facilities to do developmental research.

At peak production a year ago, there were 275 employees in polio vaccine production and testing. Virus fluid was being produced at a rate of 8.1 million doses a month. Since then, cutbacks in production have been gradual, with about 215 employees being shifted to other assignments.

The public apathy toward polio immunization contrasts with the attitude in early 1957 when a Lilly stockpile of 25 million doses disappeared in about nine weeks. The Lilly supply was gone by mid-March, 1957. The new stockpile began building up when demand fell off, never to recover, in the summer months.

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Come and Browse — See Our Complete Stock of Nationally Advertised Brands of Toys at Our Christmas Show

LET US HELP YOU TO:

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2. **Improve Your PROFIT Picture**

DISTRIBUTORS—COLORFORMS

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Baltimore Metropolitan Pharmaceutical Association
DRUG AND GIFT SHOW

SEPTEMBER 9, 10 and 11 at the Emerson Hotel

Booths—Numbers 48, 49, 50, 51, 52

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1023 E. Baltimore Street **Telephone BR. 6-3695**

Affiliate Member of the Maryland Pharmaceutical Association

"SAFETY COUNCIL AND PHARMACEUTICAL ASSOCIATIONS JOIN IN COMMUNITY SAFETY EFFORT"

Following reports of serious injury to youngsters from back-lot rocket experimentation the Baltimore Safety Council has joined with the Maryland Pharmaceutical Association and the Baltimore Metropolitan Pharmaceutical Association in a community safety plan to sharply reduce the number of such accidents.

Since approximately 90% of all chemicals used in these unsupervised hazardous experiments are purchased through drug stores, it was felt that to control these sales would be to control the problem.

Accordingly, Mr. Earl W. Smith, Managing Director of the Baltimore Safety Council and Mr. Joseph Cohen, Executive Secretary of the Maryland Pharmaceutical Association announced the distribution of a card to all drug stores in Maryland that will be displayed—informing the public that minors cannot purchase any of the 16 materials so identified on the card as potentially explosive chemicals.

With the cooperation of Maryland Pharmacists the risks of finger amputations, eye injuries and severe burns from amateur rocket experimentation will be substantially reduced. This is not expected to curtail rocket study and evaluation under the direction of properly trained adults or qualified instructors, but simply to protect youngsters from the hazards of chemicals that they know very little about.

BALTIMORE PHARMACIST WINS REGIONAL FIRST PRIZE FOR OUTSTANDING DRUG STORE MERCHANDISING

Milton A. Friedman, proprietor of Harris' Pharmacy, Lombard and Poppleton Streets, Baltimore, has been awarded regional first prize in a nationwide contest that was open to the 53,300 pharmacies throughout the country.

Mr. Friedman won a 1958 receipt-printer National Cash Register, the Middle Atlantic region first prize in the Lysol Sickroom Needs Display Contest, a competition to determine the most imaginative and practical merchandising of sickroom necessities during the mid-winter critical health period.

The contest was conducted by Lehn and Fink Products Corporation, sponsor of the Lysol Sickroom Needs Drive for the past 20 years in conjunction with the National Association of Retail Druggists.

Proprietor of Harris' Pharmacy for the past 14 years, Mr. Friedman has been in the drug field for 24 years. He was graduated from the University of Maryland in 1934, where he was captain of the basketball team, after attending Baltimore City College, class of 1931.

Mr. Friedman is a member of the Maryland Pharmaceutical Association, the National Association of Retail Druggists, the Baltimore Metropolitan Pharmaceutical Association, and the Masons.

"We believe that the nation's druggists are performing an important community service," declared Emanuel Goren, manager of the Lehn and Fink Division, which supervised the contest, "especially in alerting the public to the importance of proper care of health during the critical winter months. Mr. Friedman demonstrated outstanding ingenuity and effort in creating effective displays for this purpose; it is gratifying to award the regional first prize to so deserving a pharmacist."

Don't Miss

B M P A

DRUG and GIFT SHOW

Emerson Hotel — Baltimore

September 9-10-11, 1958

A THOUGHT FOR THE DAY

You can't control the length of your life, but
you can control its width and depth.
You can't control the contour of your countenance, but
you can control its expression.
You can't control the other fellow's opportunities, but
you can grasp your own.
You can't control the weather, but
you can control the atmosphere, which surrounds you.
You can't control hard times or rainy days, but
you can work now to boost you through both.
So, why worry about things you can't control?
Get busy controlling things that depend on you!

Author unknown

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TO DRUGSTORES
LOOK DEVOTES ENTIRE FEATURE

The nation's drugstores—what they sell and how they sell it—are featured in the July 8th issue of LOOK Magazine, on sale June 24th.

The drugstore article, which occupies the entire "For Women Only" section of the issue, points up graphically in pictures and text the many items and services offered by modern drugstores. It also indicates an enthusiastic public response to these offerings by noting that "Americans spent about $6.5 billion in the nation's 53,600 drugstores last year."

The trend toward an ever widening variety in drugstore inventories is symbolized by the lead photograph, showing a customer with both arms chock full of assorted merchandise.

"This happily laden gentleman," the LOOK article says, "leaves a suburban drugstore enveloped by a folding cot, electric fan, garden hose, air mattress, rubber wading pool and other items necessary for an enjoyable summer week end."

But despite the general-store trend, LOOK stresses that prescriptions and packaged medications still represent the two categories in which drugstore customers spend the most money. Thus, the article also depicts the "show globes" of a New York pharmacy (J. Leon Lascoff & Son, Inc.) as typifying the many apothecaries who specialize in the time-honored art of filling prescriptions without benefit of general merchandise or soda fountain.

Other top categories of consumer expenditures in drugstores are listed, in order of dollar volume, as: fountain and luncheonette, tobacco, hair products, photographic supplies, magazines and newspapers, stationery and confectionery.

In addition, the article includes paragraphs on special "baby corners" featuring infant supplies in many drugstores, and on the incidence of women as licensed pharmacists.

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"ME...a hard luck guy?

...not any more!

This coat now. Not mink, maybe, but it's good stuff. Feel it. Jane'll flip over this, for sure. Times *do* change, and so did I."

Change from what?

"Well — I was a hard luck guy. My first drug store folded flat, because it was just a *drug* store. Second time, I added a fountain with cheap, 'high-profit' ice cream. Barely squeezed out with my shirt."

And now?

"Mmmmmmm. Just feel this fur coat. Well, now I've got a drug store in a top spot with a *Sealtest* ice cream fountain."

What about profits?

"By the handful! And in all departments."

Recommend Sealtest fountains to other druggists?

"No. Why should I slip a hot tip to my competitors? All they gotta do is call the local Southern Dairies plant and get the pitch from a Sealtest salesman!"

Sealtest TRADE MARK ICE CREAM

...sells your store!

- Personalities -

Arnold Sapperstein was undefeated in dual competition all season, then went on to win the Maryland Scholastic Association championship in 100 yard dash and 220 yard dash at Homewood in track. He set a new M. S. A. record in the 100 yard dash. He was also elected to the Baltimore City College Hall of Fame. Arnold is the son of Edward Sapperstein, proprietor of Edward's Pharmacy.

Quotes Herbie Goldstein, Miller Drug Sundry Company: "That was some Convention. It was my first but it shall not be my last. You can count on me from now on." His charming wife, Elizabeth smiled approvingly.

Mr. and Mrs. William Karr, Carney Pharmacy, also broke into the charmed Convention circle this year for the first time. They had nothing but praise to offer. Thanks folks, we are glad you had a good time.

Thanks to Calvert, Gilpin, Loewy and Muth for their bulletins before and during the Convention; the Morning Sun, a touch of home away from home; their hospitality during the Convention; their devoted and loyal services and courtesies before and during the Convention. What would we do without these fine folks?

While we are on the subject of bouquets . . . They are in order to the aforementioned wholesalers for their publicity and efforts in behalf of Fair Trade. They came through with flying colors. This goes for the National Pharmaceutical Manufacturing Company also, and all those who have helped and that we are not aware of.

We were glad to hear that Nelson Warfield spent a few days in Ocean City and is preparing to resume his duties with the Read Drug & Chemical Company.

Mickey Friedman, Harris Pharmacy, Baltimore, won the Johnson & Johnson display contest sponsored by Loewy Drug Company, an all expense paid trip for two to the Maryland Pharmaceutical Association Convention at the Shelburne in Atlantic City. From all indications Sadye and Mickey had a good time at the expense of Loewy.

Manny Wagner is home and coming along nicely after his sojourn at Sinai Hospital. Keep up the good work Manny.

Others on the sick list recently: Walter Hollingshead, H. Sheeler Read, Harry Schrader and Sam Cohen, Taft Warren and Taft.

Miss B. Olive Cole is resting comfortably after an unfortunate accident in Atlantic City after the Convention. She slipped and fractured an arm while staying at the Hotel Dennis. Miss Cole is recuperating at the home of her niece at Butler, Maryland.

It's A Must!

BMPA

DRUG and GIFT SHOW

Emerson Hotel — Baltimore

September 9-10-11, 1958

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No increase in price

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1. Bryant, H. H.: to be published.
2. Majewski, J. T. and Jennings, T.: Obstetrics & Gynecology, Vol. 5, No. 5, 1955.
3. Majewski, J. T. and Jennings, T.: Obstetrics & Gynecology, Vol. 9, No. 3, 1957.
4. Hardy, E. D.: to be published.
5. Jones, G. S. and Smith, F.: Am. J. Obstet. Gynecol., Vol. 67, No. 3, 628-633, 1954.
6. Jones, Scott S.: Northwest Medicine, Vol. 54, 1253-1254, 1955.

in vivo measurement
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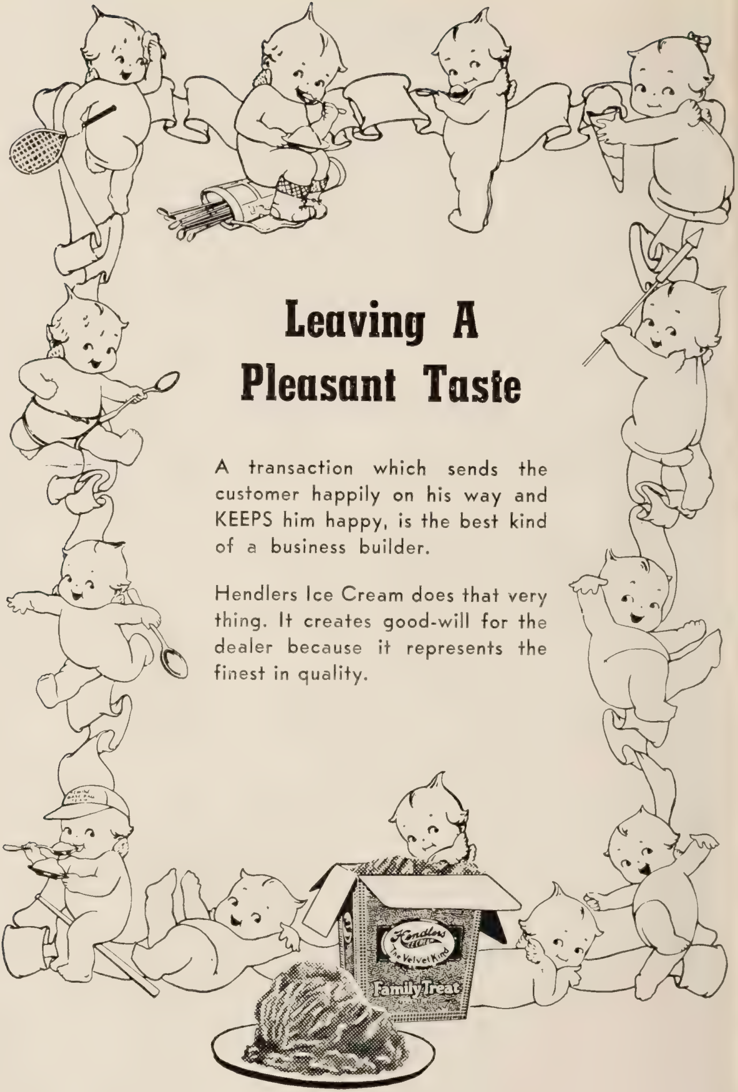
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VOLUME XXXIII JULY, 1958 No. 10

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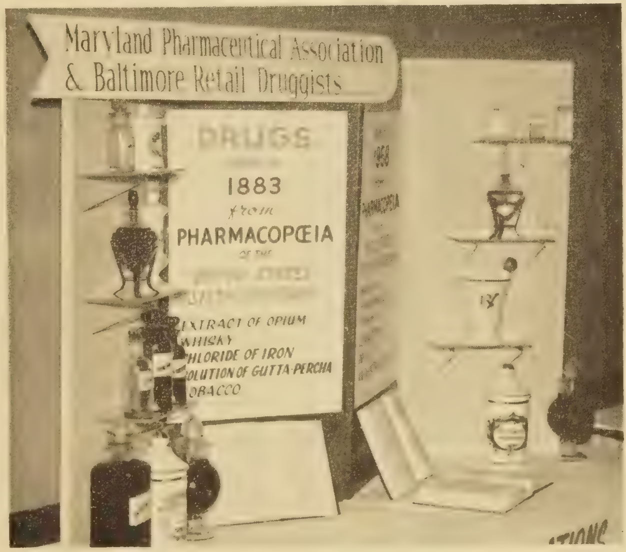
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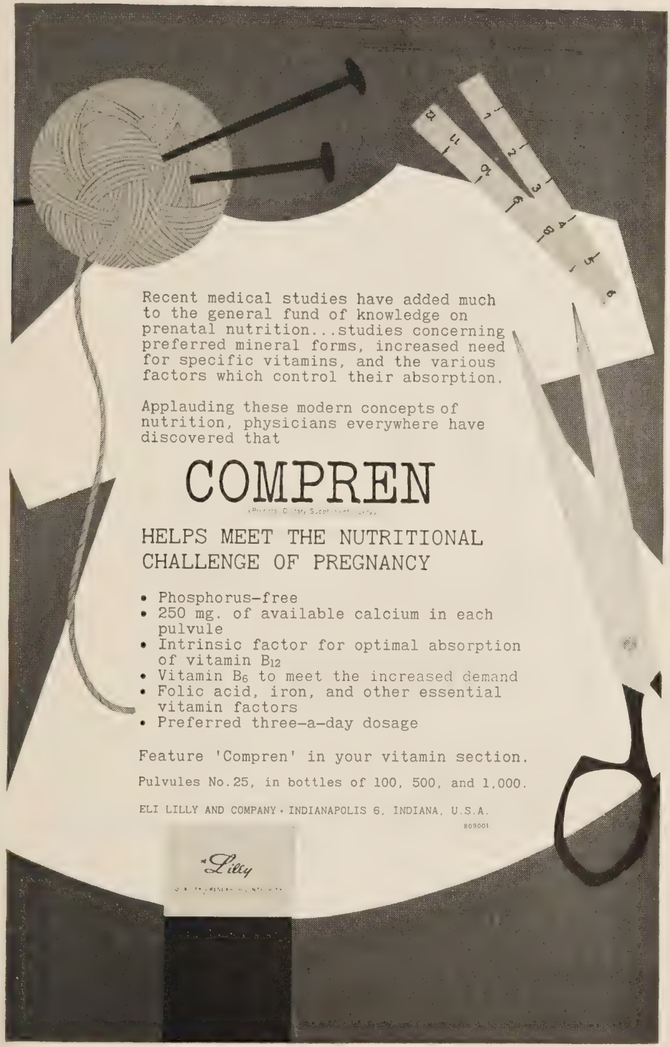

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The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION

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... Editorial ...

SIGNIFICANT FACTS

The Lilly Digest for 1957, recently released by Eli Lilly and Company, contains some interesting facts and figures. The 26th Annual Edition of the Digest is a comprehensive study of the income and expense statements of 2,142 retail pharmacies. On one hand, the Digest story is one of record breaking achievements. On the other hand, it reveals several alarming conditions.

On the plus side, average sales were at a record high level. The increase in sales during 1957 over 1956 was the highest ever reported by the Lilly Digest. Similarly, gross margin was at a record high level, as were proprietor's salary and net profit.

With respect to the professional area, prescription department inventory as a percentage of prescription receipts was at a record low level. Prescription income and the number of prescriptions filled broke all previous records. The pharmacies reporting had greater average receipts from numbered prescriptions per month than the stores in the first Lilly Digest had during the entire year. Also, prescription income was nearly two and one-half times that of 1950.

On the alarming side, the report reveals a percentage increase in total inventory greater than the percentage increase in sales even though there was a continued decline in the proportion of prescription inventory to prescription sales. As a percentage of sales, proprietor's salary, employees' wages, and miscellaneous operating costs again moved upward to produce a new peak for total expenses. The result was a decline in net profit percentage.

In the 1957 report prepared by the American College of Apothecaries, an organization comprised of prescription pharmacies, it was interesting to note that 61 pharmacies achieved a net profit of over 4% while 25 pharmacies operated at a profit of 2% or less and 8 operated at a loss.

What does all of this mean? Why is there so much variance? Why are some prospering while others are losing?

To begin with, it is quite evident that practicing pharmacists know too little concerning the real costs of operating their business. Many are still operating in the horse and buggy days with absolutely no attention being paid to rising cost of doing business. A constant fear of competition has created an inferiority complex in the profession of Pharmacy to the point that we are not charging for services rendered commensurate with the times.

Then too, the Lilly figures depict an overall picture including the entire operation while the American College of Apothecaries figures are concerned with prescription departments only. What does this mean? Simply this: in spite of increased prescription activity, the other departments are carrying the expenses of the prescription department.

All of this is realistically significant. We must face cold facts. We must operate profitably in order to survive. It can not be done by rendering free service, and offering bargain price prescriptions. Adopt modern methods of accounting, inventory control, purchasing and selling. Above all, adopt a prescription pricing schedule tailored to your particular operation taking into consideration services rendered far and beyond the cost of ingredients. Take a lesson from those who serve you.

FALL REGIONAL MEETING

PETER PAN INN
URBANA, MARYLAND

OCTOBER 16, 1958

PRESIDENT'S MESSAGE

Dear Fellow Pharmacists:

It seems a rather strange paradox that while statistics state pharmacies are enjoying unusual success economically, there is a justifiable fear for the future of Pharmacy.

Pharmacy practiced with dignity, respectability and dedication is an honorable profession. But somewhere in its course through the years, it has attracted strange bedfellows.

The pharmacist who sees Pharmacy only as a "Dollar Sign," willing to sell his birthright and those of others for a pittance, violating laws and rules, written and unwritten, is certainly the cause of deterioration from within.

Interests, such as the Proprietary Association, who owe their very existence to Pharmacy, are pressuring from without by creating false impressions through public denouncement. These interests bring great pressure to bear through their power and influence in the market place. Pharmacy has continued to resist these pressures in an effort to remain an ethical profession serving the health needs of the community. It is indeed difficult to compromise professional ideals and commercial interests.

The wholesale release of legend drugs for over-the-counter sale is a mockery. Public health and welfare are not the real concern of those manufacturers who defend their position by claiming that Pharmacy seeks class legislation or restrictive sales.

Legend drugs, so characterized because they were too dangerous, not only for self medication by the public, but for the pharmacist to dispense without a prescription, or refill without dispensation from the physician, suddenly become safe for promiscuous sale. Does this mean that all dangers have been eliminated? Does this mean that safe and skilled handling by pharmacists and supervision by the medical profession are no longer necessary? What has happened to all the cautions? If the characteristics of the "legend drugs" remain static, have the patients changed to make them safe for self-medication?

The national associations representing Pharmacy and Medicine should expose and oppose this trend before irreparable harm is done.

Sincerely,

FRANK BLOCK,
President

NOW YOU CAN SERVE HOT IN-FRA-RED TOASTED SANDWICHES WITHOUT EQUIPMENT OR LABOR COST!

A NEW NATIONAL SERVICE, Stewart In-Fra-Red, Inc., will provide you with a Stewart In-Fra-Red cookery and fresh cellophane wrapped sandwiches delivered regularly to your store. Placed in the cookery, the sandwiches are toasted in three minutes by modern efficient in-fra-red cooking. You serve the sandwiches to your customers sanitarily wrapped in cellophane.

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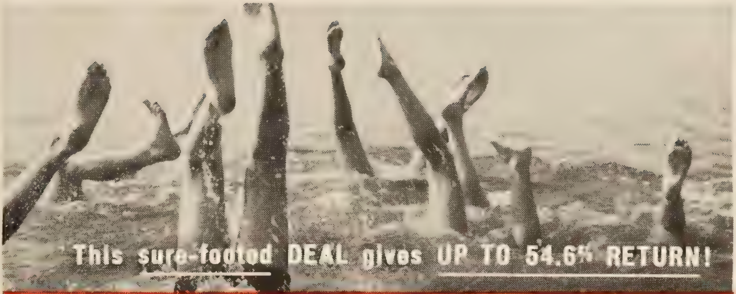

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11	1	46.7%	48.4%	46.7%	46.7%	46.3%

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YOUNGS RUBBER CORP.—Page 108	
880 Trojan Naturalamb Skins Wet Foil—3's	3 for $1.75
880 Trojan Naturalamb Skins Wet Foil—12's	12 for $6.50
88 Trojan Naturalamb Skins Dry—3's	3 for $1.75
88 Trojan Naturalamb Skins Dry—12's	12 for $6.50

Item	F.T.M.
CAMPANA SALES CORP.—Page 12-A	
Italian Balm—2 oz.	.29
Italian Balm—4 oz.	.54
Pursettes—10's	.45
Pursettes—40's	$1.49

Item	F.T.M.
FIVE DAY LABS.—Page 29	
5 Day Roll-On	.73

Effective 9/1/58

Item	F.T.M.
NORTHAM WARREN CORP.—Page 66	
40 Cutex Oily Polish Remover—5.70 ozs.	.59

Note change in size

Item	F.T.M.
BLOCK DRUG CO., INC.—Page 4-B	
Gold Medal Haarlem Oil Capsules—Small	.37
Gold Medal Haarlem Oil Capsules—Medium	.69
Gold Medal Haarlem Oil Capsules—Large	$1.39
Gold Medal Haarlem Oil Liquid	.19

Item	F.T.M.
BRISTOL-MYERS CO.—Page 10	
Bufferin— 12's	.25
Bufferin— 36's	.53
Bufferin— 60's	.79
Bufferin—100's	$1.23

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Root Beer
Orange
Lemon
Grape
7 oz. split size
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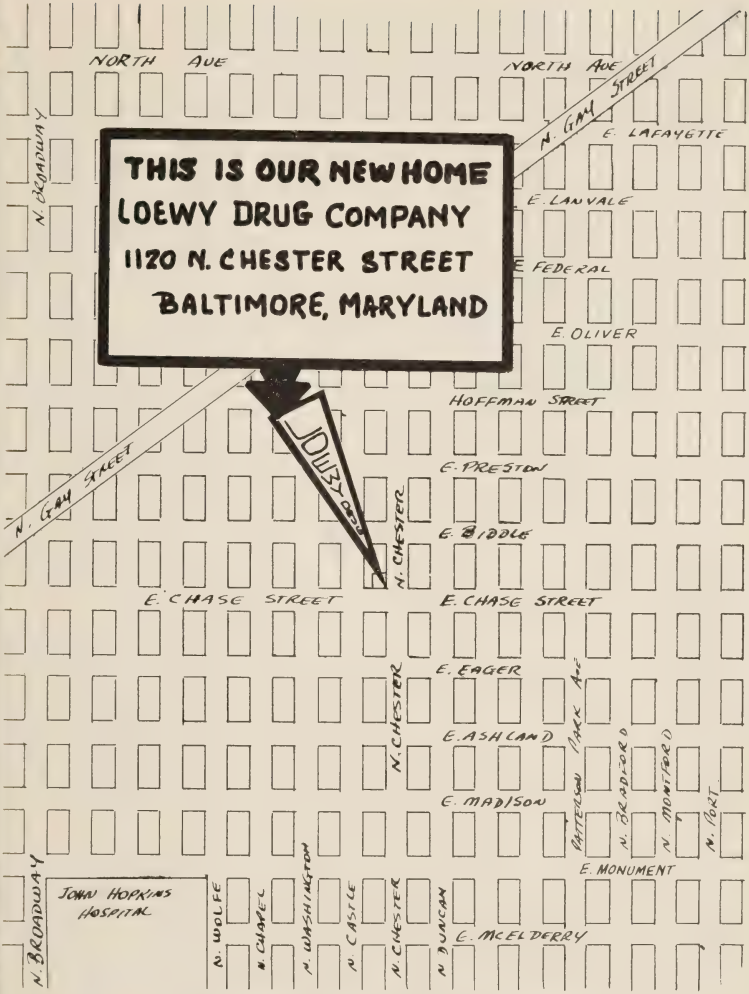
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COMPOUNDER'S COLUMN

RHO CHI OMICRON CHAPTER

By FRANK R. MILIO and ROBERT P. KOKOSKI
Instructors, School of Pharmacy University of Maryland

COMPOUNDER'S COLUMN

The pharmacist is often asked for helpful information on the use of insecticides. With his understanding of the principles of chemical control of insects and his knowledge of chemicals, he can be of considerable help to the consumer and can also promote the pest control department of his pharmacy. However it is important that he keep himself informed of the latest developments in the field.

Chemical control of insects can be classified into four groups; insecticides, auxiliary agents, attractants, and repellants.

Insecticides, substances that kill insects by their chemical action, can be classified as stomach poisons, contact poisons, and fumigants.

The **stomach poisons** will kill insects when they are swallowed and are limited in their use to insects with chewing type mouthparts. Some of the stomach poison chemicals are arsenic compounds, sodium fluoride, fluosilicates, borax, phosphorus, thallium and mercury compounds.

Contact poisons are chemicals that will kill insects without being swallowed and are effective for almost all insects. They must be used for insects with piercing-sucking mouthparts. Examples of contact poisons are the plant products; nicotine, pyrethrum and its active pyrethrin and cinerin principles, and rotenone. In recent years a large number of synthetic organic compounds have been found effective as contact poisons. These include DDT, methoxychlor, benzene hexachloride, chlordane, aldrin, dieldrin, organic thiocyanates, and organic phosphates such as malathion.

Many contact poisons also act as stomach poisons if ingested. Also they should be handled carefully as many are toxic to human beings.

A number of these contact poisons have an even greater usefulness because of their residual activity. For this reason a number of good residual sprays are on the market for use in the control of roaches and ants and other crawling pests as well as for a residual control of flying insects. The most effective of these contain dieldrin or chlordane.

For immediate killing of flying insects, preparations that are to be sprayed into the air are most effective. A number of good preparations are on the market which contain a complex formula of several of these contact insecticides. These sprays are of two types, those that can be sprayed on plants and those that cannot be sprayed on plants due to their petroleum oil distillate content. Both can be sprayed on household insects.

When the toxicity of the preparation is of importance particularly when spraying around food, one should use a spray that contains only pyrethrins with piperonyl butoxide or other synergist and/or methoxychlor as these chemicals are less toxic than the others.

The third class of insecticides, **fumigants,** are chemicals used in the form of a gas to kill insects. The chemicals of this class that the pharmacist supplies are para-dichlorobenzene and naphthalene for moth control. Occasionally sulfur dioxide obtained by igniting sulfur candles may be used for room fumigation. The more toxic chemicals such as hydrogen cyanide and methyl bromide should be used only by licensed pest control operators who are experienced in their use.

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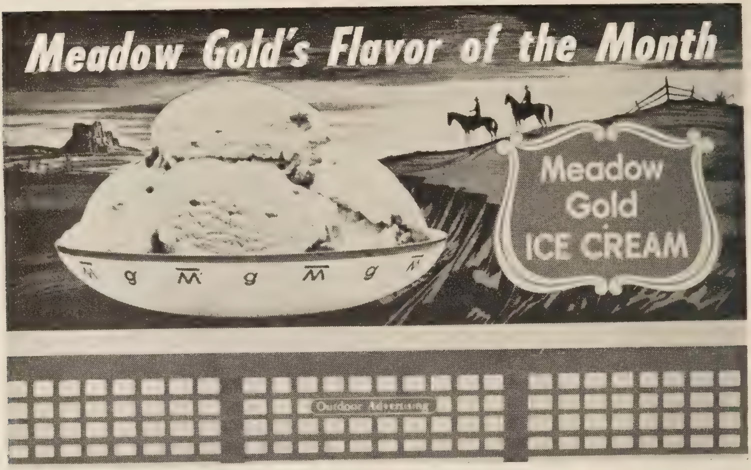
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DIOCTYL SODIUM SULFOSUCCINATE

By Dr. B. F. Allen*

Dioctyl sodium sulfosuccinate ** was first recognized officially in N.F. VIII, but at the present time appears in U.S.P. XV. It is a chemical substance which has been available for many years but only recently has attained importance as a drug item in the management of constipation.

This chemical is a white, wax-like material supplied in a pellet form or as a solid mass. It is somewhat plastic, slightly hygroscopic, and soluble in most organic solvents of both polar and non-polar character at room and at elevated temperature. It is also soluble in oils, fats, waxes resins, and like organic materials when heated to approximately 75° C. and higher and remains in solution when cooled to room temperature.

Because of the practically anhydrous nature of this material, as well as the other physical properties, it dissolves in water slowly to form approximately a 1.5 percent solution. To form a solution, the best procedure is to "soak" the chemical in water for the required length of time. For instance, to make a solution, mix the chemical with the water (at room temperature) and allow this combination to stand for 24 hours. During this period the dioctyl sodium sulfosuccinate will swell, as does gelatin, so that after the soaking period the mixture can be stirred just sufficiently to produce a homogeneous distribution of the chemical. Hot water will dissolve and swell this substance more quickly than water at room temperature, however, the most practical and least bothersome method is to provide for a sufficient "soaking." If water soluble solvents. such as alcohol and acetone are added. the dioctyl sodium sulfosuccinate will dissolve more readily.

It has been stated that this chemical substance is one of the most powerful wetting agents available commercially. Wetting agents are substances which are added to water or oils to increase spreading and penetrating action, to dye solutions to aid penetration and increase levelness, to adhesives to improve the contact and hence aid adhesion, and to regulate the characteristics of precipitates. Often they save time by increasing the reaction rates between two or more immiscible liquids. All of these actions result from a more intimate contact of materials. Wetting agents belong to a group of a more general class of materials called "surface active agents," and among their properties is their ability to lower surface tension and interfacial tension.

The number of applications of dioctyl sodium sulfosuccinate has increased remarkably in recent years and an ever broadening field of applications still remains. One of the early uses of this chemical compound was in the performance of a "duck-sinking" act on the vaudeville stage. It has been observed that this substance is capable of bringing into solution in water, materials which are normally water-insoluble or only sparingly so. This solubilizing action can be utilized in making solutions of certain water insoluble dyes, proteins, and germicides.

Investigation has shown that dioctyl sodium sulfosuccinate will reduce the interfacial tension much more rapidly if present in the water phase, instead of the oil when a mineral oil emulsion is prepared. Also, to obtain more rapid results in such a combination it has been suggested that some of the wetting agent be used in both phases. Although this substance alone is capable of being used as the emulsifying agent, often it is possible to make a more satisfactory and cheaper product by combining it with acids (particularly oleic acid), fatty alcohols, or fatty acid esters.

---

* Associate Professor of Pharmacy, School of Pharmacy, University of Maryland

** Sometimes abbreviated as DOSS or DSS

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There have been many non-pharmaceutical uses of this chemical. As an example, an excellent glass cleaning preparation can be made by dissolving 0.2 percent of dioctyl sodium sulfosuccinate and 5 percent of alcohol in a sufficient quantity of water. Also, methylene blue may be added to produce a blue tint for this solution. Various concentrations and combinations of this substance have been used in the food industry for washing fruit and the cleaning of food containers.

Until recently, the pharmaceutical uses of dioctyl sodium sulfosuccinate were restricted to external preparations such as Cooper Creme, Vagisec Liquid, and Decupryl. Suddenly, articles began to appear stating that this chemical offered "the most rational approach to the treatment of chronic functional constipation." It has been found to be not only effective by itself but also exceedingly useful combined with other agents such as cathartics and also mineral oil. The compound apparently acts by permitting the hard fecal mass to be penetrated by water so that it becomes effectively softened. Also, it has been reported that no toxicity or irritation was evident during 12 years of clinical use. During this time, the compound was administered as a 1 percent aqueous solution both orally and rectally as an enema.

One of the manufacturers has published a chart showing that before dioctyl sodium sulfosuccinate appeared as a laxative *, prescriptions for products for constipation had been declining. Early in 1956, when the dioctyl sodium sulfosuccinate products were introduced, prescriptions for products for constipation increased immediately. The following commercial preparations [1] are available.

Aquatyl (tab w/cholic acid)
Bidrolar (tab w/ox-bile ext)
Colace (cap, tab, syr)
Colactin (cap w/guar gum, scopol)
Correctol (tab w/phenolphth)
Dialose (cap w/CMC)
Dioctlyn (sol)
Dioctyl (cap w/Danthron)
Diosuccin (cap)
Diovac (cap, syr w/sod benz)
Disonate (cap)
Di-Sosul (sol)
Dobilade (cap)
Dorbantyl (cap, susp w/Dorbane)
Doxinate (cap, sol),(cap w/Danthron)
Doxol (cap)
Doxol Forte (tab w/ddp [2] isatin)
Dulsivac (tab)
Duosol (cap)
Exonal (tab w/dehydrocholic acid)
Hydrolax (tab, sol w/MC)
Isadoxol (tab w/ddp isatin)
Milkinol Improved (liq w/liq pet)
Molofac (cap)
Neolax (tab w/dehydrocholic acid)
Nevax (cap)
Peri-Colace (cap, syr w/cascara)
Regutol (tab)
Revac (suppos)
Senokap (cap w/senna)
Stetric (tab w/hesperidin, vitamins, etc.)
Synacol (cap w/guar gum, scopol)
Velmol (cap)

---

* Some manufacturers describe their products as "stool or fecal softeners" or "for the relief and prevention of constipation—not a laxative".

[1] All products contain dioctyl sodium sulfosuccinate (some with added ingredients).

[2] diacetyl-dihydroxy-phenyl

DRUG STORE CHANGES

The following are changes in drug stores:

Drug Stores Opened

Canton Pharmacy (formerly Leonhardt's), 847 S. Kenwood Ave. (Re-opened by—Getka Bros.) Partnership Owners—

Milton S. Getka, Joseph Getka, Herbert Gakenheimer and Harry Langmead

Change of Ownership

Schmitt's Pharmacy to Schmitt's Rexall Drugs, Inc. Irvin Goodman, Pres. 55 E. Main St., Westminster.

Lee's Pharmacy, Severna Park, (Morton & Leon Greenberg, Props.) (Formerly owned by Leon Greenberg).

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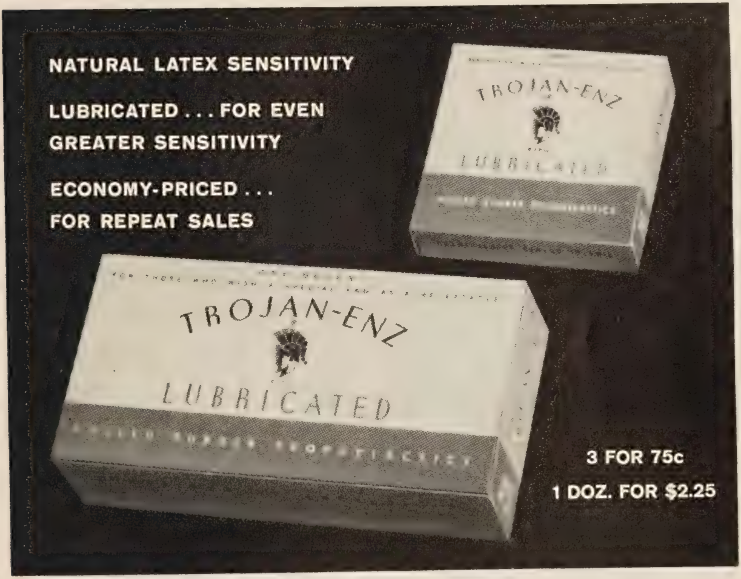
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Volume 17 **JULY, 1958** **No. 1**

TAMPA INSTALLATION

The Travelers held their annual Installation of Officers Meeting on Saturday, July 26 at the Park Plaza Hotel. A very good attendance saw the old administration wind up their chores and the new officers pitch in to take up their duties. The new slate consists of the following:

Honorary President: T. F. Mullen
President: Joseph L. Muth
1st Vice Pres.: Albert Heydemann
2nd Vice Pres.: Norbert H. Zeller
3rd Vice Pres.: Richard R. Crane
Secretary-Treasurer: E. G. Helm
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Directors:
R. B. Kettlewell
James A. Allen
Edwin M. Kabernagle
Milton J. Timin
William H. Harrison
George Rider
George Brandt
Joseph Costanza
Ken Mills

Tentative plans as outlined by President Muth indicate a very ambitious and entertaining year ahead.

Good luck, Joe, to you and your capable fellow officers and best wishes for a successful year.

TAMPA MEETING PRIZES

President Muth announced the drawing for a valuable door prize at each of the luncheon meetings during the coming year. The first drawing of a Schick Electric Razor was announced for the September meeting, and a promise that comparable prizes would be awarded each month. So come on out fellows, get to the luncheons. Not only will you be amply rewarded in good fellowship, entertainment and the satisfaction that comes when friends get together . . . you now have a very tangible reason to "mix with the boys." We'll be looking for YOU.

NEW MEMBERS

The following men were elected to membership in TAMPA:

Samuel M. Sieger
Armstrong Cork

Mark D. Carl
Squibb

Alan C. Smith
Bauer & Black

Emil Brandon
A. S. R. Products Corp.

Welcome aboard, fellows! Happy to have you with us and hope to see you regularly at the meetings.

Now! dependable Resinol also in Greaseless form

FOR years, Mr. Druggist, you have known Resinol in the familiar white opal jar. You have stocked and sold this ointment (containing many fine ingredients in lanolin) confident of its quick relief for itching, burning skin irritation.

NOW, by popular demand we have added another product—RESINOL GREASELESS. It contains the same fine Resinol medicants, combined in a *greaseless, stainless washable* base—and it's packaged in a handy tube.

Sell RESINOL GREASELESS this summer to take the *burn* out of *sunburn*. Cools flaming skin—helps prevent blistering—so pleasant to use. Wonderful for itching of ivy poison, insect stings, chafing, eczema.

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-: NEWS ITEMS :-

PRESCRIPTION PHARMACY FACTS

"Facts on the Operation of Prescription Pharmacies" for the year 1957 has just been published by the American College of Apothecaries and is available to all pharmacists who might be interested in it by simply writing to the American College of Apothecaries, Hamilton Court, 39th & Chestnut Street, Philadelphia 4, Pennsylvania.

This year's study includes information on 109 prescription pharmacies and also contains detailed data on 68 pharmacies who had reported both in 1956 and 1957. Results of this study indicate that in spite of increased gross margins, net return to the proprietor continues to shrink. The study goes into detail about such factors as delivery service, charge accounts and refill information.

ELI LILLY, 1958 REMINGTON HONOR MEDALIST

Dr. Eli Lilly, Chairman of the Board of Directors of Eli Lilly and Company, has been selected by the Past Presidents of the American Pharmaceutical Association to become the recipient of the 1958 award of the Remington Honor Medal. He will be the 35th recipient of this medal which was established by the New York Branch of the American Pharmaceutical Association in 1918, to be presented annually to the individual who has done most for American Pharmacy in the previous year, or whose continuing contributions to the advancement of the profession over a period of years have been most outstanding. The jury of award consists of the past presidents of the American Pharmaceutical Association which numbers 21 at present.

His leading hobbies are archaeology, animal breeding, sailing, Chinese art, and shop work. Dr. Lilly made an extensive collection of Indian relics and prehistoric articles of the Mound Builders, which he presented to the Indiana Historical Society. He is the author of "The Little Church on the Circle", a history of Christ Church Cathedral, Indianapolis, published in 1957, and "Prehistoric Antiquities of Indiana". published in 1937 by the Indiana Historical Society. His Conner Prairie Farm, near Noblesville, modern in its agricultural pursuits, is a historical restoration of William Conner's farm of 1823.

Dr. Lilly is married to the former Ruth Allison and has one daughter, Mrs. Evelyn Lilly Lutz. His home is in Indianapolis.

PROMINENT LEADERS IN GOVERNMENT AND IN BUSINESS TO ADDRESS THE 60th ANNUAL CONVENTION OF THE NATIONAL ASSOCIATION OF RETAIL DRUGGISTS

Leaders of prominence in government and in the various spheres of the drug field will address the 60th Annual Convention of the National Association of Retail Druggists to be held in Philadelphia, September 28 through October 2.

Among the headline speakers will be Sinclair Weeks, secretary of the United States Department of Commerce, and Representative Oren Harris from Arkansas, chairman of the House Interstate and Foreign Commerce Committee of Congress.

Other headline speakers from government are Representative Joseph P. O'Hara from Minnesota, Representative Wright Patman from Texas, Representative Hugh Scott from Pennsylvania, and Commissioner Harry J. Anslinger of the United States Bureau of Narcotics.

Distinguished leaders from industry to participate as featured speakers on the program for the business sessions

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are Dr. J. Mark Hiebert, president of Sterling Drug Inc., and George F. Smith, president of Johnson & Johnson.

Dr. W. Paul Briggs will also address the convention. He is secretary and executive director of the American Foundation for Pharmaceutical Education. He has long been active in one aspect or another of pharmacy.

The American Medical Association was invited to send a spokesman to address the convention of the N.A.R.D. and Dr. Julian Price, vice chairman of the board of trustees of the A.M.A., was selected to deliver a message to the independent retail pharmacists of the country.

President Herman C. Nolen of McKesson & Robbins will moderate a panel on how to make the drug store cash register ring. All the speakers on the panel are topflight executives of important firms in the drug field. They are:

Alfred E. Driscoll, president of Warner-Lambert Pharmaceutical Company and former governor of New Jersey.

Don G. Mitchell, chairman and president of Sylvania Electric Products, Inc.

Madam Lilly Dache, president of the General Beauty Products Co.

Eugene N. Beesley, president of Eli Lilly & Company.

Dudley J. Taw, vice president of McKesson & Robbins, Inc.

Another panel will be devoted to techniques and suggestions on how to merchandise. Keith K. Keller, independent drug store proprietor of Minneapolis, will moderate the panel.

Fair Trade will be discussed at a joint conference of state, metropolitan and local association leaders. It will be open to every member of the N.A.R.D. Maurice Mermey, director of the Bureau of Education on Fair Trade, will outline plans of action for fair trade.

Superexcellent entertainment will be provided for the convention. Elaborate luncheons have been arranged for the women.

The drug show to be held in conjunction with the convention will be one of the best in the history of the N.A.R.D. Every booth has been sold.

The business sessions and the drug show will be held at the Municipal Convention Hall. Free bus service will be made available from the downtown district of Philadelphia.

LADIES AUXILIARY
Maryland Pharmaceutical Association

July 22, 1958

Mr. Joseph Cohen, Chairman
Greater University Fund (Pharmacy)
650 W. Lombard Street,
Baltimore 1, Maryland

Dear Mr. Cohen:

In an endeavor to assist our parent organization, the Maryland Pharmaceutical Association, to successfully effect its share of the $15,000 pledged to provide furnishings for the new Baltimore Union Building of the University of Maryland, LAMPA has presented a check in the amount of $296.00.

This represents an initial payment from LAMPA.

Our aim is a total contribution of $400.00; this sum to be used for the purpose of furnishing one dormitory room.

We are fully confident of achieving our objective before the 1959 Convention.

For this consideration, it is requested that a plaque, suitably inscribed with LAMPA's name, be placed in the completed room.

Sincerely yours,

Mrs. Morris L. Cooper,
President

Mrs. Frank Block,
Chairman, LAMPA's
Greater University Fund

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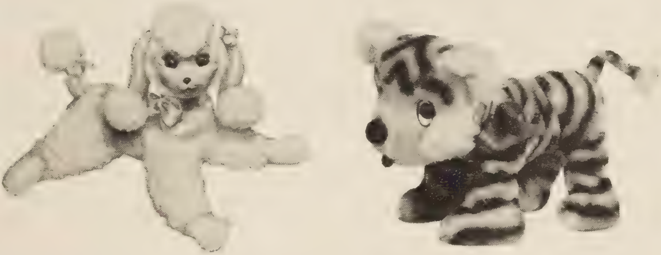

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PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacists:

I hope you had a nice summer and were able to take a little time off for relaxation.

Although conditions in Pharmacy continue to be good, generally speaking, uncertain times are ahead. Competition is getting keener all the time and operational expenses and living costs continue to rise. We in Pharmacy must recognize these changing times, re-evaluate our operations, and conduct ourselves accordingly. Complacency is surely out of order.

With the Fall season not too distant, a complete housecleaning is in order. Clean up—freshen up—paint up. A well organized, clean and orderly store is like a pretty girl—both always attract and hold attention. Consult your favorite wholesaler for ideas and contemplated improvements. They are equipped to give you sound and expert advice. Do not become obsolete. Take a lesson from competition.

Both the Baltimore Metropolitan Pharmaceutical Association and the Maryland Pharmaceutical Association are constantly working hard to protect your interests and better Pharmacy generally.

The fight to preserve Fair Trade continues. Fair Trade is very much alive in Maryland. Every instance of price-cutting in the Greater Baltimore Area has been stopped as soon as reported. With the exception of the Silver Spring area, there are no Fair Trade violations in the State and suits are now pending in that area.

Our Pharmacy Laws are being studied by a special committee and legal counsel. It is hoped that a program will be ready for the 1959 Legislature that will bring our laws up-to-date with regard to the distribution of drugs.

I mention these two problems confronting Pharmacy because they directly effect your economic welfare. There are many more that could be listed that are equally important.

With the election coming up in November, it is important that each and every one of us should write to every candidate for public office, especially those on a law making level, to get their views and to let them know of your views on those things affecting you. Now is the time to plan for the future.

Sincerely,

ALEXANDER J. OGRINZ, JR.
President.

VALUABLE LEAFLET

"Why Am I Waiting?" That's the subject of a two-sided leaflet that has been made available to pharmacists across the country by Owens-Illinois Glass Company, Toledo 1, O. The leaflet was developed for pharmacists to give their prescription customers in an effort to help explain why it takes a little time to properly and accurately fill a prescription. Nine reasons for waiting are listed on the leaflet. Pharmacists can obtain a supply by writing the Prescription Ware Division of Owens-Illinois or by contacting their O-I salesman.

ORDER FROM YOUR JOBBER—NOW

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PAUL A. PUMPIAN SELECTED TO BECOME WISCONSIN STATE BOARD SECRETARY

Wisconsin Pharmacy has again pioneered in the field of Pharmacy regulation in selecting as the new Secretary of the Board of Pharmacy an individual with training and experience in the fields of Pharmacy and Law. In announcing the appointment of Paul A. Pumpian to succeed the resigned Sylvester H. Dretzka as Secretary of the Wisconsin State Board of Pharmacy, Arthur C. Moin, President of the Board stated that the members of the Board felt that a person trained in both Pharmacy and Law would be ideal in as much as the position requires thorough understanding of both fields. After examining candidates from several states, the Board selected Mr. Pumpian because of his academic training, experience and activities in Pharmacy. Dretzka, who lives at the Elks Club, Milwaukee, remains a member of the Board, merely relinquishing the Secretaryship.

Mr. Pumpian, formerly of Baltimore, Maryland, is now a resident of New Brunswick, New Jersey where he is associated with E. R. Squibb & Sons, pharmaceutical manufacturers. He will assume the duties of Secretary of the Board of Pharmacy on January 1, 1959 from Sylvester H. Dretzka, who has been serving as a member of the Board and its Secretary since 1936. Dretzka has served as President of the American Pharmaceutical Association, President of the National Association of Boards of Pharmacy, Chairman of the Conference of Drug Law Enforcement Officials, President of the Wisconsin Pharmaceutical Association and other important pharmaceutical and civic posts.

Pumpian, who received his degrees in Pharmacy and Law from the University of Maryland, is a Registered Pharmacist, a member of the Maryland Bar and a Registered Patent Attorney. He has worked in both independent and chain retail pharmacies, engaged in the general practice of Law; served as Assistant Professor of Pharmacy Administration at the University of Maryland School of Pharmacy, Lecturer in Dental Jurisprudence at the University School of Dentistry and Lecturer in Pharmaceutical Jurisprudence at the Rutgers College of Pharmacy; he is currently a patent attorney for E. R. Squibb & Sons, Division of Olin Mathieson Chemical Corporation. Pumpian has also written in the field of Pharmacy Law and is the author of a proposed curriculum in this field which he prepared as a member of the Committee To Study Curriculum and Syllabi of the Section of Teachers of Pharmacy Administration of the American Association of Colleges of Pharmacy.

Active in both pharmaceutical and legal organizations, Pumpian is a member of the Rho Chi Pharmaceutical Honor Society, the American Bar Association, the Junior Bar Association of Baltimore (Md.), the New Jersey Patent Law Association, American Society of Hospital Pharmacists, American Association of Colleges of Pharmacy of which he is a past Chairman of the Section of Teachers of Pharmacy Administration, Society of Pharmacists of Industry of which he is currently serving as First Vice-President, the Maryland Pharmaceutical Association and the Middlesex County (N.J.) Pharmaceutical Association of which he has served as a member of their legislative Committee as well as other committees and the American Pharmaceutical Association in which he has held positions as Faculty Advisor of the University of Maryland Student Branch, Secretary-Treasurer of the Baltimore (Md.) Branch, and of which he is currently serving as Secretary-Treasurer of the Section of Education and Legislation, Vice-President of the Northern New Jersey Branch and member of the Legislative Committee.

Mr. Pumpian will assume the position of Administrative Assistant to the Secretary on November 1, and will succeed to the office of Secretary on January 1.

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A SAVING FOR TAXPAYERS

Newer drugs discovered and developed by the pharmaceutical industry in America can be credited with saving the taxpayers in this country millions of dollars annually, it was reported by the Health News Institute.

According to a recent report by Dr. W. B. Tucker, Veterans Administration director of tuberculosis service in Washington, D. C., the cost of caring for TB patients in VA hospitals dropped $38,000,000 during the past three fiscal years.

Approximately 800,000 people in the United States have tuberculosis, according to the National Tuberculosis Association, which calls the disease "the most serious of the infectious diseases in the United States today." The NTA says that about 90,000 new cases of tuberculosis are newly reported annually, with some 14,000 deaths resulting in this country each year.

The great strides which have been made in the treatment of tuberculosis in the past decade, the HNI said, have been due primarily to the discovery of drugs which could be used effectively. One example of this progress, according to Dr. Tucker, is the average duration of hospitalization. The time necessary for successful treatment of TB formerly was about two years, while TB hospitalization today usually is necessary for less than one year.

TB patients today can now return to productive employment soon after their discharge from hospital, while in the past the patient discharged after TB treatment had to undergo prolonged home rest and slowly build up his strength, Dr. Tucker said.

Before the recent development of drugs for treatment of TB, such as streptomycin and isoniazid, the relapse rate in TB was from 35 to 50 per cent, the HNI said. Today the number of patients whose disease become reactivated has been brought down to less than five per cent. Since the introduction of chemotherapy in the past ten years, the hospital death rate in tuberculosis has been cut from more than five per cent to about one per cent.

The U. S. Public Health Service reported in 1956 that TB is costing the United States approximately $725,000,000 per year.

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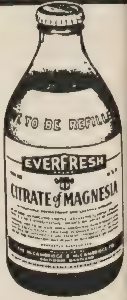

CORRECTION

Based upon erroneous information furnished us, we listed Patrick's Pharmacy, Hyattsville, Md., in the June issue of The Maryland Pharmacist as having closed in May.

The correct name and address of the store that closed is: College Park Pharmacy, Albert J. Patrick, 8620 Baltimore Avenue, College Park, Md.

We regret the error.

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THE DRUG INDUSTRY: PILLS, PROFITS AND PROBLEMS

In a mad rush to medicate, Americans are spending more than $1.6 billion annually on prescription drugs, Newsweeks says in a special medicine report on drug-making, the fastest-growing major industry in the U.S.

"In these tense days, many citizens, awed by the miracle cures that drugs have wrought on some of the most feared diseases, often display a dependence on pills that amounts to a mania." But, Newsweek says, an individual usually has too widely contrasting views of the drug industry—one when he's sick and another when he's well. "When illness strikes, he demands a wonder drug that will cure him, and he smiles his way back to work a day or so later after more or less painlessly conquering a disease that might have killed his grandparents. Yet, at another time, he thinks 'a drug company's ideal is to put together a product for 10 cents, sell it for $1—and make sure it's habit-forming'."

Newsweek's story describes the fervent and expensive search for new drugs, many of which end up as high-priced duds on the laboratory shelf. "From a drug's raw materials to the finished processing, as many as 250 separate control tests may be made. All the time, in the fiercely competitive circumstances which prevail in the industry, there is the threat that a rival firm will arrive at the same drug more quickly, and possibly at lower cost."

The problem of drug costs is examined by Newsweek which says to check price variations, it had an identical prescription filled in three different-type pharmacies in each of seven large cities: (1) a hotel drug-store, (2) a neighborhood pharmacy, and (3) a chain or "cut-rate" store. Prices varied from $18 in a Washington hotel store to $9.35 in a cut-rate store in midtown New York. The cost of a prescription at any drugstore involves many factors: The complexity of the medicine; the price suggested by the pharmaceutical house; the location, service, and overhead of the drugstore, and of course, the supply and demand of a product. Extras offered by each druggist in the way of convenience, service, and atmosphere also account for a difference in price charged for medicine.

Pills, however, "cost only 31 per cent more than they did in 1945, compared with a 50 per cent increase in rents and a 65 per cent jump in food," according to Newsweek's story. "At present, the average American spends about $12 a year for prescription drugs, compared with $34 for tobacco and $55 for alcohol . . . Also, few realize that as mass production takes hold and a new drug gets into use for some time the price per unit drops. For example, Penicillin which cost $20 for one dose of 100,000 units in 1943 when it first appeared, now averages about 32 cents per ampule of 100,000 units." And, while drug prices are high, what is not usually recognized is that because of the medical research behind the capsule, one gets well quicker and, in the end, spends less money on medicine than ten or 15 years ago.

Naming a new drug is a problem too, according to Newsweek. Each compound must have a generic name and a company name. The trade name must be easy to pronounce and remember; it must not duplicate or resemble a competitor's trade name and it must have a "medical" sound. Some drug men consider the naming routine the worst Headache of all and Newsweek quotes one who thinks a new tranquilizer should be called "Dammitol."

BACK-TO-SCHOOL EXPENDITURES TOTAL OVER $2 BILLION ANNUALLY

With elementary and high school enrollment at a record 37,461,000 this fall, an increase of nearly 1.5 million over last year (according to U. S. Census), retail suppliers are looking to a boom back-to-school season, says VARIETY STORE MERCHANDISER, leading publication in the $4 billion a year variety field, in its current issue.

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Back-to-school expenditures will average $55 per student—or over $2 billion—including stationery, apparel, furnishings. The college student market will account for a further $1 billion in sales, or about $200 per student.

Variety does an estimated 10 per cent of the dollar volume in these lines, with stationery the biggest factor in this tremendous seasonal sales period. "Whether the economy turns definitely upward or not," says VARIETY STORE MERCHANDISER, "this season will see more and more non-stationery departments of Variety taking their initial fall sales impetus from the Back-to-School promotion. In addition to notions and ready-to-wear, the jewelry, luggage, toiletries, housewares and home furnishings departments all carry lines that benefit from Back-to-School sales."

The average variety store does about ten per cent of its annual volume in the four weeks before school opens, notes VARIETY STORE MERCHANDISER.

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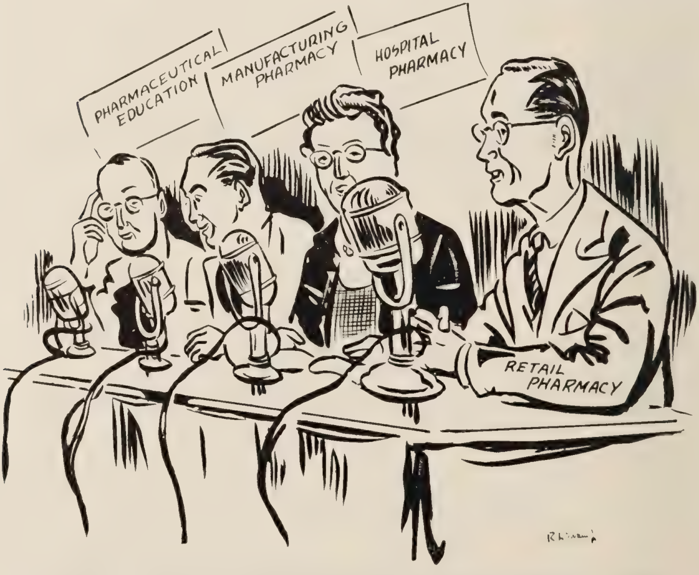

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HOSPITAL FORMULARY SERVICE

The American Hospital Formulary Service, compiled and published by the American Society of Hospital Pharmacists, will be available in September. Hospitals throughout the nation, as well as physicians, pharmacists and nurses, will be interested in the Service which will provide drug monographs in loose-leaf form together with supplementary monographs to be issued at regular intervals. Thus, for the first time in American history, the tedious, time-consuming task of compiling individual hospital formularies will be no longer necessary.

Drug monographs for the American Hospital Formulary are being prepared by Dr. William M. Heller, Chief Pharmacist of the University of Arkansas Medical Center at Little Rock, who, as Chairman of the Committee on Pharmacy and Pharmaceuticals of the American Society of Hospital Pharmacists, is in charge of the project. Dr. Heller is being assisted by Dr. Marc Jordin, Head of the Department of Pharmacology of the University of Arkansas School of Pharmacy.

The American Hospital Formulary is a loose-leaf collection of monographs which the medical staff of each hospital may use in preparing its own formulary. One of the most important factors in the new Formulary Service is that the medical staff of each hospital retains complete authority as to the drugs which will be included in the formulary of its hospital. Thus, working through the Pharmacy and Therapeutics Committee, each medical staff will select from the American Hospital Formulary only those drugs it considers most useful. Drug monographs not wanted by the medical staff may be omitted from the loose-leaf formulary.

The new Formulary is designated to provide a convenient reference for physicians, nurses, and pharmacists regarding drugs, their dosage forms, dosage and routes of administration, side effects and toxicity, and unusual procedures or precautions which may be necessary in their administration. Helpful and meaningful descriptions of each drug, its actions and uses, dosage, and preparations are stated concisely.

The American Hospital Formulary will be distributed through the Hamilton Press, Hamilton, Illinois. The price of the Formulary, which includes the drug monographs, a loose-leaf notebook and supplementary monographs for one year, is as follows: 1 to 9 copies—$15.00 each; 10 to 24 copies—$14.50 each; 25 or more copies—$14.00 each.

Application and use of the American Hospital Formulary Service are described by Dr. William M. Heller in an article appearing in the June issue of the American Journal of Hospital Pharmacy. Reprints of the article are available upon request.

NATIONAL STUDY SHOWS NUMBER OF MALE AND FEMALE SHOPPERS FOR DRUG PRODUCTS

The degree to which both the American male and the American female shop for drug products and cosmetics—as well as for groceries—is revealed in a new national survey which has just been completed for LOOK Magazine by Alfred Politz Research, Inc., one of the nation's leading research firms.

The survey shows that of 103,600,000 people 10 years of age or older who purchased one or more of various drug, cosmetic and food products within a two-week period, fully 45,700,000 were males and 57,900,000 were females.

All told, the LOOK-Politz survey shows, a total of 74,350,000 people shopped in a drug store in the two-week period. This compares with 80,150,000 who shopped in a super market and 71,250,000 who shopped in a grocery store.

The drug and cosmetic products included in the study were: lipstick; face cream, face powder or rouge; razor blades; shaving soaps, creams and lotions; toilet soaps; shampoo; home permanent; hair spray, wave set, hair tints, rinses, etc.; deodorant; tooth paste or powder; hand lotion; and headache remedies.

The study shows that of all these drug and cosmetic items, more people purchased tooth paste or powder during the two week period than any other product, with 41,400,000 people making such a purchase. In second place was toilet soaps (with 38,600,000 purchasing); and in third was headache remedies (with 29,900,000 purchasing).

However, from a male versus female standpoint, the picture changes somewhat. More males (14,850,000) purchased razor blades than any other product, with tooth paste or powder (purchased by 14,400,000 males) occupying the second-place position and headache remedies (purchased by 11,800,000 males) in third place. But more females (27,050,000) purchased toilet soaps than any other product, with tooth paste or powder (purchased by 27,000,000 females) in the second-place position, and shampoo (purchased by 19,150,000 females) in third place.

The importance of both sexes in the over-all drug marketing picture is further indicated by such findings as these: While males are in the preponderance in razor blade shopping, fully 9,150,000 of the 24,000,000 people who shopped for razor blades were females; while females predominate as purchaser's of shampoo, 11,550,000 of the 38,600,000 purchasers of shampoo were males; and while females likewise make up the bulk of the deodorant purchasers, 4,800,000 of the 19,350,000 deodorant shoppers were males.

NATIONAL PHARMACY WEEK

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HIF STUDIES ROLE FOR MODERN FAMILY DOCTOR

The average family doctor today is a well-established physician in his forties who treats about 26 patients a day and spends more than eight hours a day on home and office calls, according to Health Information Foundation.

In its monthly statistical bulletin, **Progess in Health Services,** the Foundation released preliminary findings from a survey made in cooperation with the University of Chicago's National Opinion Research Center.

The study was intended primarily to find out what the American public thinks and does about health and health facilities. Interviews were conducted in the summer of 1955 with some 2,400 persons (representing a cross-section of the country's adult population) and with almost 500 physicians named by these persons as their family doctors.

"The persons interviewed are representative of those to whom the U. S. public first turns for medical care or advice," the Foundation said. About three-fourths of the family doctors surveyed by the N. O. R. C. were general practitioners, and almost all of them were in private practice. (By contrast, less than half of the total medical profession classifies itself as general practitioners, and about three-fourths of the profession is in private practice.)

These major survey findings were brought out in the Foundation report:

Most of the physicians in the sample were relatively young men. The largest group (over one-third) were in their forties, and doctors under 40 constituted an additional quarter of the total.

The average doctor interviewed spent about six hours a day on office calls and another two hours on house calls. Only one doctor in every fourteen made no house calls, and four out of five physicians were generally available for night and Sunday emergency calls.

About seven out of every eight family doctors were affiliated with one or more hospitals, and more than half of all physicians performed some free work in hospitals.

Commenting on the survey, George Bugbee, Foundation President, pointed out that four out of five persons interviewed by the N.O.R.C. said they had a family physician to whom they turned regularly when they were sick. Most patients, furthermore, "reported a very good opinion of the abilities of their family physicians, reflecting a confidence that is certainly related to success in patient care."

"Clearly," Mr. Bugbee continued, "the personal character of the relationship between patient and family physician has not given way to impersonal arrangements for physician services . . . Good medical care will always depend on how early during illness a physician is consulted and how readily his advice is accepted by those who ask for it. The public has unerringly perceived these basic facts. Otherwise people would not ask, as they do, that a family physician be the first called to home or hospital in time of stress or whenever advice is needed for the maintenance of good health."

SCHERING COMBATS PRODUCT SUBSTITUTION

"This increasing number of complaints about substitution of 'Meti' steroids and Coricidin products has convinced us that we must intensify our efforts to minimize such unethical activities and protect our trade marks and good will," Mr. Herman W. Leitzow, vice president of Schering Corporation, Bloomfield, New Jersey, announced recently.

Reviewing Schering's recently stepped up anti-substitution activities, Mr. Leitzow said that The New York State Board of Pharmacy, on complaint of Schering, had taken action against one New York pharmacist, and that additional complaints will be submitted in the future. Mr. Leitzow revealed that Schering has filed suit in Federal Court for the Northern District of Ohio

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against Irving Barron and Arthur J. Barron, doing business as Barron's Prescription Pharmacy, Cleveland, Ohio, seeking an injunction and damages and alleging four separate acts of substitution.

"We believe that pharmacy, as a profession, should be self policing, and to the extent that we receive cooperation we will take action through State Boards of Pharmacy. Where there is no adequate remedy before a Board, however, we will not hesitate to bring court action," Mr. Leitzow stated.

Tennessee State Board action is pending against three Nashville area pharmacists.

SLOT MACHINE OPERATOR SUES YOUNGS RUBBER FOR 30 MILLION DOLLARS

Move seen to curb drugstore dispensing

A prophylactic slot machine operator, National Sanitary Sales, Inc., and its predecessor Paul Paradise doing business as National Sanitary Sales, have filed a suit in the United States District Court at Chicago against Youngs Rubber Corporation claiming thirty ($30,000,000) million dollars treble damages alleged to result from the rubber company's policy of supporting drugstore prophylactic laws and reporting their violations through public, civic and pharmaceutical authorities and organizations.

Paul Paradise has been engaged in the distribution of prophylactics for many years, and in addition to being president of National Sanitary Sales, Inc., he is also the president and an incorporator of both Dean Rubber Company of Chicago, Inc. and Federal Pharmacal Supply, Inc.

The present action by National Sanitary Sales is regarded as foreshadowing a concentrated effort by a segment of the automatic vending industry to legalize and increase mechanized distribution in public restrooms, taverns, gas stations, and in other non-drugstore establishments where they would be openly and indiscriminately available.

In 1930, after extensive federal court litigation, Youngs Rubber Corporation obtained a judgment validating the regular sale of prophylactics through drugstores. Since then and stemming from the opinion in that case, over 200 local ordinances and over 20 state laws and regulations have been enacted from coast to coast confining and regulating the dispensing of prophylactic devices for the prevention of venereal disease in drugstores and by physicians. The principle of professional and drugstore prophylactic distribution has been uniformly upheld by the highest courts of Kentucky, Michigan, New Jersey, New York, Wisconsin and Virginia; and in 1954 a prophylactic slot machine operator's appeal to the United States Supreme Court was dismissed, thus upholding the right of a state to outlaw such distribution. In condemning the promiscuous sale of these articles through slot machines, by peddlers, in gas stations and other unregulated sources, the courts have held that sales through such media adversely affect the public health, welfare and morals, while drugstore dispensing tends particularly to preserve the safety of children and young men and women. One judge in a representative case observed in connection with a statute forbidding prophylactic sales through slot machines that "Young people may be tempted to buy from this 'silent salesman' for immoral purposes, whereas they would not make such purchase from a clerk in a licensed retail outlet. Further, the vulgar display of these machines filled with their wares clearly has a tendency to shock the sensibilities of decent people who, of necessity, at times use public restrooms. One does not have to inquire as to the motives of this legislation. The reasons for its passage are obscure only to those who do not care to see."

Numerous state liquor control commissions, in areas without protective laws, have also banned prophylactic slot machine sales as violative of their alcoholic beverage licenses. Several years ago the British Government moved to outlaw such slot machines after concluding that they caused social mischief, and a worldwide campaign against such mechanical distribution was announced by the World's Woman's Christian Temperance Union. More recently, Maryland and Georgia outlawed the sale of drugs and pharmaceutical preparations through automatically operated coin devices after a court ruling that aspirins, vitamins and similar drugstore merchandise are illegal and unsafe when wantonly available in slot machines at taverns, bars, grocery stores, hotels and clubs.

Commenting on the current Chicago lawsuit, John C. MacFarlane, president of Youngs Rubber Corporation, stated "We view this action against us as an attack upon drugstore prophylatic dispensing which traditionally, ethically and legitimately has always been in the best interests of the Public as proclaimed by the courts and legislatures of our country. Our company has always cooperated with the public authorities, civic organizations and pharmaceutical associations in compiling data concerning reported violations of existing laws, and in surveying the nature and extent of non-drugstore distribution in areas without the benefit of such laws in order that the facts may be known about this vitally important subject. We pledge our cooperation in this latest opportunity again to clarify the need and advisability for the continuance of our pioneer policy of confining sales through the ethical channels of Pharmacy."

NEW WYETH PRICING POLICY ASSURES GREATER PROFITS FOR PHARMACISTS

A new pricing policy designed to give pharmacists an opportunity to make a full 20 per cent profit on sales to physicians has been adopted by Wyeth Laboratories.

The revised policy, which became effective July 1, provides for the estab-

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lishment of separate price lists for physicians and pharmacists. Catalogues reflecting this change from the former one-price schedule are now in preparation.

Stuart V. Smith, Wyeth vice president and director of sales, said that the new pricing system would make it possible for the pharmacist to make a fair return on injectable products which formerly yielded little or no profit, providing the pharmacist does not give away his margin.

"Every drug product stocked by the retail pharmacist has attached to it a certain amount of overhead," Mr. Smith said. "Many pharmacists, in selling to physicians at invoice cost, not only have been depriving themselves of the profit due them as businessmen but have actually been losing money.

"For some time we have recognized that this situation poses an acute problem for the ethical drug industry. We believe that our new pricing structure will help to solve that problem as far as Wyeth products are concerned."

Mr. Smith also stated: "What we desire is a free flow of Wyeth injectable products at the pharmacists level. Then our sales force can be assured that adequate stocks are available to service the orders our men will take from doctors, for shipment through the retailer of their choice."

Mr. Smith cited the injectables market as a prime example of the tremendous sales potential which many pharmacists have failed to realize. He pointed out that, in terms of sales to druggists and physicians, this single classification represents an annual business of approximately $250,000,000.

"The volume of business in parenterals today is so large that retail pharmacists cannot afford to go along with a system which denies them a normal mark-up," Mr. Smith stated. "Our plan is an attempt to improve the druggist's gross profits picture and to contribute to better distribution of our products."

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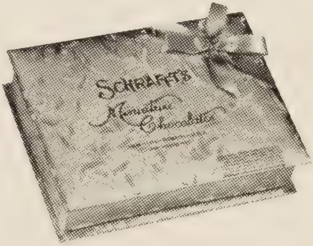

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WHAT PRICE ACCIDENTS?

Accidents, not illness, are the leading cause of death among Americans in the younger age group.

This fact is revealed in the current issue of "Patterns of Disease," prepared by Parke, Davis & Company for the medical profession.

Accidents rank first as a cause of death among persons from one to 36 years of age, according to "Patterns." They also play an important role in the mortality of the aged, as illustrated by the fact that aging persons account for one out of every four accidental deaths.

Sex, too, plays a role. Evidence presented in the publication indicates that men are more "accident-prone" than women. For instance, of the 93,443 people killed accidentally in one year, more than two-thirds were men. In fact, chances at birth that a man will lose his life in an accident before reaching the age of 65 are four in 100, "Patterns" states. "This figure is more than twice the chance of death from pneumonia, influenza, tuberculosis and diabetes combined."

Where do fatal accidents most commonly occur? Motor vehicles head the list, with home accidents second and accidents at work third, according to "Patterns."

Although the number of deaths and injuries from motor vehicle accidents has been increasing, the publication states, the death rate per 10,000 motor vehicles registered has "decreased dramatically" in the past 25 years. "Estimations are, however, that over a 15-year period 1 person in every 10 will be killed or injured in a motor vehicle accident."

Automobile and taxis together have the highest death rate of the modes of transportation, according to "Patterns." The figure is 2.7 per 100 million passenger miles, compared with 0.62 for airlines, 0.2 for trains, and 0.16 for buses.

Surprisingly, most automobile accidents occur in clear weather and on dry roads, "Patterns" reveal. Approximately 85 per cent of automobile accidents occurred in clear weather last year, and the roads were dry in more than 75 per cent.

The publication also explodes the much publicized myth about "women drivers," pointing out that on the average they have fewer accidents than men. Last year, according to "Patterns," men were involved in close to 90 per cent of fatal and over 80 per cent of nonfatal automobile accidents.

Home Accidents

In home accidents, which is the most dangerous room in the house? Over 50 per cent of fatal home accidents occur in the bedroom, according to "Patterns." This figure is more than three times higher than the accident rate in the next most dangerous areas, the living and dining rooms.

In industry, coal-mining remains the most dangerous occupation, although coal-mining injuries have decreased 64 per cent in the past eight years, "Patterns" says Injuries incurred in the manufacture of railroad equipment carry the greatest danger of permanent disability, followed by injuries to employees in automobile manufacture. "Most industrial injuries, however, involve only temporary disability."

In both Industrial and nonindustrial accidents, there seems to be a diurnal cycle, according to "Patterns."

The publication reports on a study showing that the industrial accident rate was highest at 10 A.M. and again at 3 P.M. during the day shift, and in the first few hours of work during the night shift. Another study of nonindustrial accidents showed that late afternoon, from 3 to 5 P.M. and late evening, from 8 to 11 P.M. were the times when nonindustrial accidents reached peaks.

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"The late afternoon peak has been attributed to an increased number of accidents among children and among adults over 40 years of age," "Patterns" says. "The late evening peak has been ascribed to an increased accident frequecy among persons between 15 and 40."

Who takes care of the accident patient? The general practitioner sees more then 60 per cent of all accident patients, although they account for only about 10 per cent of his time as compared to more than 40 percent of the orthopedist's time.

Financially, accidents impose a tremendous burden, costing the nation $11.2 billion annually, according to "Patterns." "Accidental deaths have been responsible for 8 to 9 per cent of life insurance death claims each year since 1950, being exceeded only by claims resulting from death due to diseases of the heart and cardiovascular, renal system, and to malignant neoplasms," it states.

WHAT TO DO ABOUT BEE STINGS

by

Dr. Paul F. MacLeod

Norwich Pharmacal Company

Honey bees, bumble bees, hornets, wasps and yellow jackets all belong to the same family, and they all sting. The female, with the exception of the wasp, leaves her stinger with the victim.

Remember:

1. Scrape out the stinger with a small knife blade. Don't pull it out. You may cause poisonous fluid to enter the flesh.
2. Use baking soda paste, Unguentine or calamine lotion to allay the pain.
3. If a finger or toe is stung, wrap a rubber band around it above the sting and leave it there until the stinger has been removed (but not more than five minutes) to keep the poison from going farther.
4. Call a doctor if the victim is stung several times. A wasp or hornet can sting repeatedly.
5. Use ice packs or cold applications to help reduce the swelling and prevent absorption of toxin that may cause a severe reaction.

Caution: Anyone who has experienced severe reactions to a bee sting should consult a doctor. To avoid serious consequences if stung again, he should be desensitized or should have ephredrine or adrenaline immediately available.

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- Personalities -

The Croziers spent a well earned vacation at Moosehead Lake, Maine. From the card we received, it sure looked like rugged country.

Dean Noel E. Foss, University of Maryland, School of Pharmacy, made the front page recently. His picture was on the cover of Pulse of Pharmacy, Wyeth Laboratories publication. With all due respects to the artist who did the Dean's painting, we think our Dean is more handsome than the Pulse picture.

Sydney L. Burgee, Jr., has been appointed medical service representative for Roche Laboratories. Mr. Burgee, a native of Baltimore, is a graduate of the University of Maryland, School of Pharmacy.

Mr. and Mrs. James P. Cragg, Jr., (Tim) announced the birth of a son on July 25th, James P. Cragg, III. Congratulations and best wishes.

Have you seen Nelson Warfield lately? He looks great! Nelson is back on the job at Reads and is getting back to a normal routine. Keep up the good work, Nelson.

A tragic automobile accident took the lives of a young son and daughter of Mr. and Mrs. Harold M. Goldfeder in Washington, D. C. recently. Harold Goldfeder is the Second Vice President of the Maryland Pharmaceutical Association. Our deepest sympathy to Reva and Harold in their hour of sorrow.

We are glad to report that Miss Cole is recuperating well from a fractured arm sustained in Atlantic City the early part of July.

To all you boys and gals that took vacations this summer and didn't drop us a card telling us all about it—we sincerely hope you had a good time. To all—we hope you had a pleasant summer.

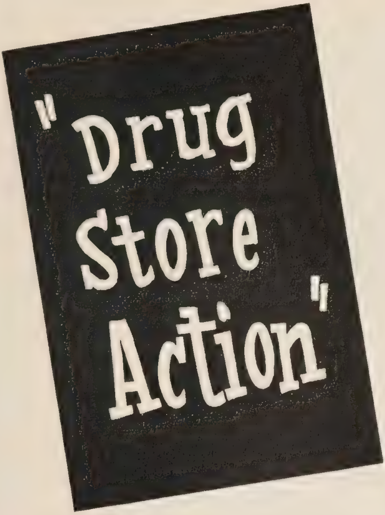
That perpetual smile on the face of Harry Kunkel (Mennen Company) is even larger and more constant now. Ask him to tell you about the 8 lb. 10 oz. baby boy responsible for the brighter smile. We might as well warn you, he will also show you a picture taken when his son was only 30 minutes old.

Richard Tamorria, of Washington, (D.C.), has been awarded a fellowship at the University of Maryland School of Pharmacy by the American Foundation of Pharmaceutical Education.

Tamorria, a graduate of Gonzaga High School (D.C.), holds a B.S. degree in chemistry from Georgetown University. He obtained an M.S. degree from Georgetown Graduate School in 1957.

While an undergraduate student he was awarded the Gold Medal of the American Institute of Chemists for scholarship. He was awarded two graduate teaching assistantships in chemistry during his graduate study.

The 26-year-old student is presently pursuing a Ph.D. degree in pharmaceutical chemistry at the University of Maryland. Under the fellowship he will devote full time to research and further graduate study.



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1. Siver, Robert H.: Current Medical Digest, Vol. XXI, No. 9, September 1954.
2. McGivney, John: Texas State Journal of Medicine, Vol. 51, No. 1, January 1955.
3. Frykman, Howard M.: Minnesota Medicine, Vol. 38, No. 1, January 1955.

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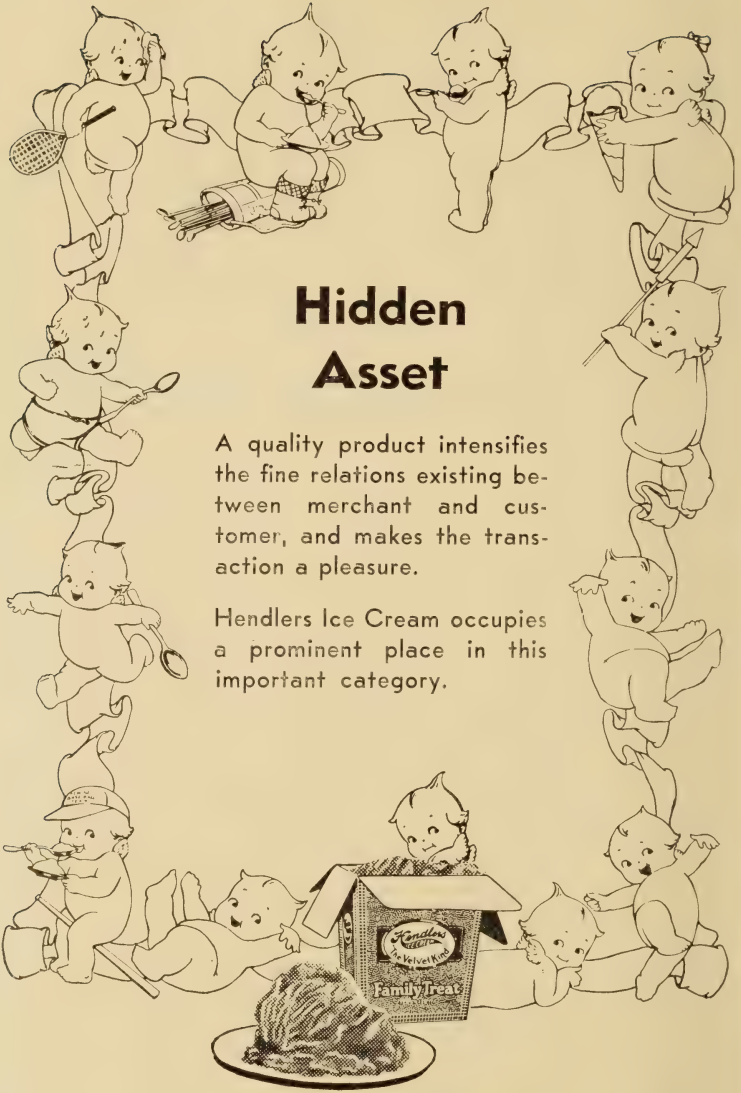

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VOLUME XXXIII AUGUST, 1958 No. 11

FALL REGIONAL MEETING

Maryland Pharmaceutical Association

PETER PAN INN

Urbana, Maryland

Thursday, October 16, 1958

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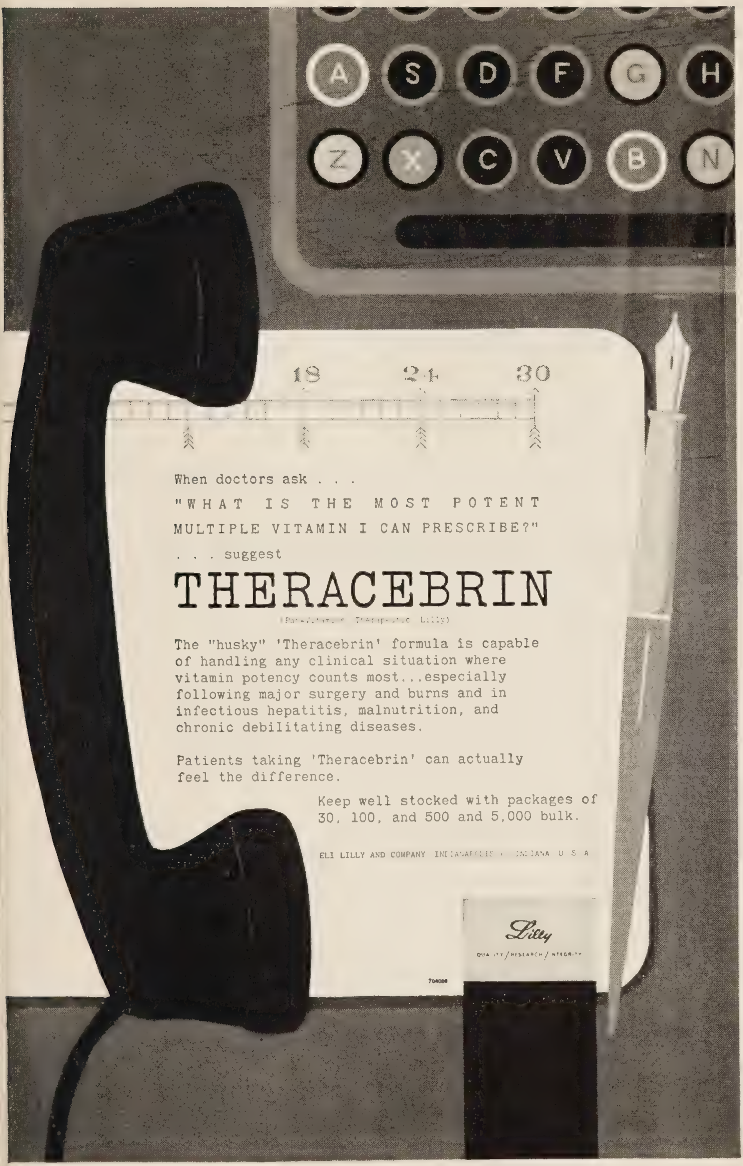

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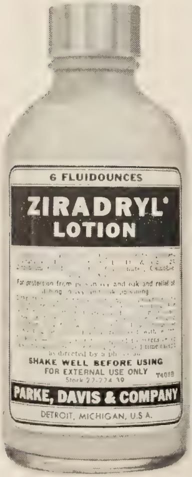
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The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION

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... Editorial ...

"YOU SHOULD ATTEND"

One of the most significant meetings of the Maryland Pharmaceutical Association will be the coming Fall Regional Meeting to be held on October 16 at the Peter Pan Inn, Urbana, Md. You will find the complete schedule of both the business and relaxing aspects of the meetings printed elsewhere in this issue.

The important point of this meeting is that the entire meeting will be devoted to the presentation of a tentative revision of the Maryland Pharmacy Laws, with full discussion, changes and additions in order.

Our present Pharmacy Law is a piecemeal law based upon laws passed in 1902 to which various amendments and additions have been made from time to time. The progress of Pharmacy has made it mandatory to include pertinent changes commensurate with the present-day practice of Pharmacy.

From the time the original Pharmacy Law was passed, Pharmacy has undergone numerous changes in every aspect of its practice. Educational requirements have increased, practical experience requirements have been revised, and the commercial problems have become more complex. Competition for items that for decades were traditionally sold in pharmacies are being eagerly sought after by non-pharmacy outlets. Many individuals and firms attempt to circumvent regular channels of distribution thru pharmacies in obtaining over the counter and "legend" prescription drugs as well as many health and beauty items.

An all-inclusive Pharmacy Laws Committee composed of members representing all sections of the State has made an intensive survey of the pharmacy laws of other states with the aid of our legal counsel, Bernard S. Melnicove. This Committee, which has devoted approximately two years of study to this project, is now ready to report its findings and recommendations to the pharmacists of Maryland.

The public health aspects of allowing potent drugs to reach the hands of consumers without the safeguards to the public must be emphasized. This danger must be recognized in any situation where drugs are given or sold to anyone without the many precautions of record keeping and labelling that the pharmacist insures in his method of rendering service as a member of the health team.

The Pharmacy Laws Committee has had numerous meetings to thoroughly discuss its proposed revisions of the Pharmacy Law. Various view points have been given thorough consideration in compiling the tentative version of the recommendations.

Nothing final has been decided upon—the decision rests with those attending the meeting.

In order for pharmacy to progress, to prevent any further encroachments upon its legitimate domain, and to be strong and effective, all pharmacists must work to present a unified approach to all their problems.

Other matters pertaining to the business of the Association will also be taken up at that time.

In addition, there will be ample opportunity provided for relaxation and good fellowship in the picturesque setting so much enjoyed in this location on previous Regional Meetings.

Make the Fall Regional Meeting on October 16th a must on your schedule.

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PRESIDENT'S MESSAGE

Dear Fellow Pharmacists:

Your Association is moving full steam ahead. All committees have been named and notified. The Chairmen have accepted their responsibilities and there is already evidence of positive efforts and constructive programs are being developed.

The Pharmacy Week Committee headed by Milton A. Friedman and Co-Chairman, Victor H. Morgenroth, Jr., has asked and should receive, the cooperation of every pharmacy in the State. This Committee has performed magnificently in the past, setting an invincible record for participation that has produced many National winners and has brought favorable publicity to our Association. Every Pharmacist should recognize the importance of emphasizing the Professional aspect of his store, not only for this particular week, but every day of the year. National Pharmacy Week is from October 5th to 11th.

The Legislative Committee under the leadership of Henry Golditch and Co-Chairman, Howard L. Gordy, have met and the seriousness with which the agenda for the ensuing year was considered portends events of great importance to Pharmacy. All Legislative bodies, Local, State and Federal, are meeting in full sessions this coming year which makes it doubly necessary that every member of the Association be alert to proposed legislation that may be harmful as well as benefical to our profession, and be prepared to assist this Committee when called upon.

Every Committee is important and their functions make up the total performance of the Maryland Pharmaceutical Association. The chairmen should instruct their committees as soon as possible and develope positive programs with all members participating.

The officers of the Maryland Pharmaceutical Association and the Secretary and staff stand ready to assist each and every committee towards this end.

Mark your calendar for the Fall Regional Meeting at Peter Pan Inn, October 16th. This may be one of the most important meetings you ever attended.

Sincerely,

FRANK BLOCK,
President

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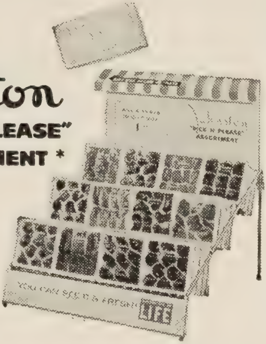

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CLASS OF 1928 REUNION

Front Row: Left to Right—Hyman Dickman, Solomon Stichman, John C. Krantz, (Class President) Dean Noel E. Foss, Andrew Silbert and Dr. Al Glass.

Middle Row: Isadore Cohen, Nathan Schiff, Samuel London, Raymond Sachs and Dr. Milton B. Kress.

Back Row: Irving I. Cohen, James Fitzsimmons, James Trattner, Albert Silverman, Ellis Myers and Samuel Blumson.

The Class of 1928, School of Pharmacy, University of Maryland, held its 30th Class Reunion at the Belvedere Hotel on June 16th. Many pleasant hours were spent in good fellowship reminiscing about the "good 'ole days".

U. S. DISTRICT COURT OF OHIO GRANTS INJUNCTION AGAINST CLEVELAND DRUG STORE

An injunction against Barron's Prescription Pharmacy, Cleveland, was recently granted to Schering Corporation, Bloomfield, N. J., pharmaceutical manufacturers, based on a number of "product substitution" complaints brought by Schering against the pharmacy.

Asserting that the proprietors, "had filled prescriptions for 'Meticorten' with prednisone tablets manufactured by persons other than the plaintiff," Schering Corporation obtained a final injunction, together with costs and an award of $1,000.00 as partial reimbursement for expenses incurred in the preparation of the action.

The judgment was entered recently in the District Court of the United States Northern District of Ohio, Eastern Division.

Mr. Herman W. Leitzow, Schering Vice President, while expressing the opinion that the profession of Pharmacy should be "self policing," stated that "we will not hesitate to bring court action if no adequate remedy can be secured through State Boards of Pharmacy," and added, "additional court actions are contemplated."

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SUNDRIES, GIFTS AND COSMETICS . . . Christmas Gift Show and Gifts Galore promotion; wide selection of fast moving merchandise; full line of cosmetics.

STORE PROMOTION AND DESIGN DEPARTMENT . . . Full time store design staff—exteriors, interiors, remodeling, display, traffic control.

EASY ORDER CHECKING . . . Clear, legible Univac invoices accompany every order.

GILPIN TIPS . . . Weekly, printed clearing house of Rx News, price changes and deal information.

DAILY TELEPHONE ORDER SERVICE . . . Staff of experienced salespeople to handle telephone orders fast!

WEEKLY SALESMEN'S CALLS . . . Stock checking, help with inventory control, deal and product information.

Prescriptions Rx

Full line—full service means full profit to the pharmacist

THE HENRY B. GILPIN COMPANY
Baltimore MUrdock 6-8400 · Norfolk · Washington
Established 1845

• T.A.M.P.A. TATTLER •

OFFICERS OF THE TRAVELERS AUXILIARY
MARYLAND PHARMACEUTICAL ASSOCIATION 1958-59

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MARYLAND PHARMACIST COMMITTEE
Joseph J. Hugg, Chairman
J. Murray Bradley
Maurice B. Brager
Robert L. Donaldson
Marcus Satou.

Volume 17 AUGUST, 1958 No. 2

ANNUAL CRAB FEAST A SUCCESS

The day was alternately cloudy and sunny. The parking lot, temporarily transposed into something vaguely resembling a ball diamond, was all astir with ball players (?) making like Willy Miranda, Bob Nieman, Gus Triandos, etc. (There were plenty of skinned knees and elbows in evidence before the day was over.) The beautiful new pool was being madly churned, and the poker tables were surrounded by smiling and/or gloomy faced chaps, depending upon whether they won or lost the last pot. There were other tables, too, piled high with delicious steamed crabs, crab soup, crab cakes, etc. Oh yes, last but not least, over in the corner there was plenty of that wet, cold, and delicious. The place?? Bay Ridge Beach!! The occasion?? T.A.M.P.A.'s Annual Crab Feast!!

A good time was had by all; well, mostly all. I suppose we do have to consider the aching joints of the would-be ball players and the poor poker players who would have won had they played that last hand a little differently. If you missed that ball game, you missed a spectacle and if you doubt our word, ask Maurice Brager, Joe Cohen, Bernie Ulman, Sr., or Frank Hennesy. These four made up the total number of spectators, and at least added a trace of dignity to an otherwise hilarious sight.

You should have seen Emery Helm go to town on those delicious crab balls. He didn't even slow down when someone told him they weren't coddies.

TAMPA COMMITTEES
1958-59

Attendance — Joe Costanza, Chairman; Al Binko, Ralph Rothe, Marty Settler, Bill Nadisch.

Custodian — Jack Albert, Chairman; Marvin Murph, Mark Satou.

Greeting — Don Spedden, Chairman; Lou Levy, Larry Rorapaugh.

Luncheon — Jimmy Allen, Chairman; Fred Plate, Marty Rochlin, George Skidmore, Med Wood.

Maryland Pharmacist — Joe Hugg, Chairman; Murray Bradley, Maurice Brager, Bob Donaldson, Bob Tobias.

Membership — Lou Rockman, Chairman; Charlie Armstrong, Bill Harrison, Tom Kelly, Ed Muth, Wilson Spilker.

Program — Bernie Ulman, Jr., Skip Biles, John Cornmesser, John Crozier, Rip Kettlewell, Ken Love, Jack Ratigan.

Publicity — Milt Timin, Chairman; Ed Kabernagel, Walter Vogel.

Welfare — Bernie Appel, Chairman; Al French, Bernie Ulman, Sr.

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GUARDIAN

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MAXIMUM PROFIT
IS BUILT IN-

up to $9.50 added profit per gross.... it pays to sell

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HERMETICALLY SEALED IN FOIL
GUARDIAN
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YOUNGS RUBBER CORPORATION
SOLE DISTRIBUTOR

NO. 570
1 DOZ. FOR $3.75

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PROFIT PROTECTION · PRODUCT PERFECTION

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Ever Outgrows the Need for

MILK

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DAIRY PRODUCTS

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INSTITUTE
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WINE AND SPIRIT
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"Over 55 Years Service To Baltimore Druggists"

Dr. West's Toothbrushes
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-: NEWS ITEMS :-

TIME IS OF THE ESSENCE

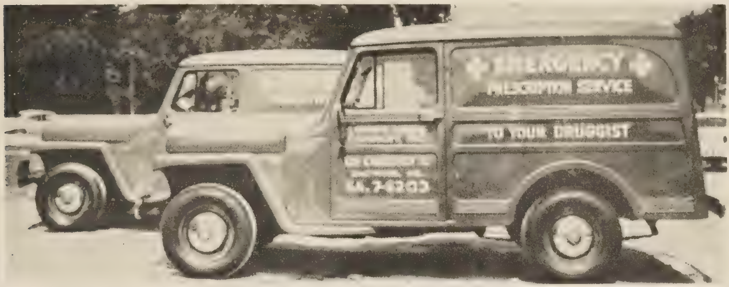
With Election Day fast approaching —November 4th—it is extremely important you give some attention to the candidates running for political office.

You have a right to know the candidates who may eventually represent you, feel about basic issues that affect the every day life of you and your family.

Small business is especially perturbed over such issues as: Taxes; Fair Trade; Equal Opportunities; Cost of Living, to name a few.

Below is reprinted a letter sent to the major candidates seeking office by President Frank Block. It would be well to send a similar letter to all candidates whether they are on a local or national level. Get committments now that you may vote judiciously:

> "We hope you will agree with us that small business is in serious danger.
>
> The latest available estimate of business population developed by the Department of Commerce (U.S.) shows that in the retailing field, of the 1,800,000 establishments in operation, approximately 2 percent of those establishments have more than 50 employees. It is probable, according to these statistics, that 60 to 70 per cent of the total employ less than 3 employees.
>
> These statistics prove small business is indispensable to the American Economy. If small business is to survive, then it must have the support of those members of the Senate vitally interested in the welfare of small independent retailers, who are really the backbone of every community. The above figures also prove that the backbone of our competitive economy and of free enterprise is the neighborhood or family type of business, the independent operator with a few employees. We believe it is this kind of business that gives America its high standard of living.
>
> What incentive is there to encourage the small businessman to continue unless he can earn a legitimate profit on the merchandise which he sells, so as to provide not only a decent living for his family but also enable him to give his customers the services to which they are rightfully entitled.
>
> H. R. 10527 (Harris Bill) after being revised, was approved in the past session of Congress by the Sub-committee of the House Interstate and Commerce Committee under Chairman Mack, and no doubt will be introduced again in January, 1959. This bill is somewhat similar to S. 3850 intoducced in the Senate by Senators Humphrey and Proxmire.
>
> H. R. 10527 does not interfere with competition. It will, if enacted, give the small fellow an opportunity to compete with his large competitors on a more equal basis. It is strictly *voluntary* on the part of the manufacturer. That is, he may establish a resale price on his trade mark product or not, as he chooses.
>
> H.R. 10527 will, if enacted, eliminate economic havoc and ruin among small retailers, caused by bait and loss leader practices. Destructive price cutting does not mean real savings to the public for no one can afford to stay in business without a fair and reasonable profit.
>
> The purpose of H.R. 10527 is to promote the distribution in commerce of identified merchandise which is in free and open competition with other articles of the same general class.
>
> These Fair Trade Bills—H.R. 10527 and S. 3850 are absolutely essential for the survial of all small independent retailers. Fair Trade is sound in principle and in application. It is also



Loewy Drug Company, Inc.

"Baltimore's Progressive Wholesaler"

1120 NORTH CHESTER ST., BALTIMORE 13, MD.

Emergency Prescription Service

FOR DRUG STORES IN THE BALTIMORE AREA

In Addition To Your Regular Delivery Our

EMERGENCY PRESCRIPTION SERVICE TRUCKS

Will Leave Our Warehouse

12:00 Noon - 3:00 P.M. and 6:00 P.M.

Monday Thru Friday

FOR

1—No Lost Prescription Sales
2—Elimination Of Overstock
3—A Late 6 P.M. Delivery to Take Care of Your Night Rush Prescription Period
4—Increased Prescription Volume

Phone DIckens 2-3610 **Ask For E. P. S. Desk**

in the interest of the consumer as well as small business.

Sir, we need your help. We earnestly hope you can see your way clear to promise your support on this Fair Trade Legislation.

If you so desire, we shall be happy, at your convenience, to meet with you personally to further discuss the matter."

GOLDFEDER MEMORIAL FUND

A perpetual Educational Memorial Foundation has been established by friends of Harold and Reva Goldfeder in memory of their two beloved children. The Fund is known as the Phyllis—Samuel Goldfeder Educational Memorial Foundation. Contributions may be sent to the Fund c/o Attorney Hyman Gold-Stein, Room 703, Westory Building, 605 Fourteenth Street, N. W., Washington D. C.

DRUG STORE CHANGES

The following are changes in drug stores for July:

Change of Address

Rudie's Pharmacy, Wm. Louis Pearlman, 3102 West North Avenue to 3107-3102 West North Avenue.

Changed to Corporation

Morris J. Alliker, Alliker's Phcy to Alliker's Pharmacy, Inc., 1609 Rosedale Street, Morris J. Alliker, Pres.

Changed to Partnership

Rockdale Pharmacy, 8302 Liberty Rd. to Partners: Max B., Macy H., & Jacob S. Meyers. Formerly: Mac B. Meyers, Rockdale, Maryland.

Drug Stores Opened

Seabrook Rexall Pharmacy, A. Philip Bell, Prop., 9448 Lanham Severn Road, Seabrook, Maryland.

Drug Store Closed

Lambros Bros., Inc., 1538 W. Baltimore Street.

IS
YOUR
SLIP
SHOWING?

If your sales have a decided tendency to slip 'n' slide, you can make them "straighten up and fly right" by featuring Abbotts or Jane Logan DeLuxe Ice Cream . . . proven in over 36 years to do for sales what penicillin does for humanity.

Give Us A Ring
EDmondson 6-4000

Abbotts ICE CREAM
Jane Logan DeLuxe ICE CREAM

ABBOTTS ICE CREAM CO.
45 S. CATHERINE ST.

AN ASSOCIATION

is only as strong as its membership.

MAKE YOUR ASSOCIATION STRONGER

By Being A Stronger Member

ATTEND Your meetings Regularly.

CALVERT DRUG CO.
901 Curtain Ave.
BALTIMORE 18, MD.

HOpkins 7-3609

OWNED & CONTROLLED BY INDEPENDENT DRUGGISTS

Member
Federal Wholesale Druggists Association
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United States & Canada

PRESIDENT'S MESSAGE

BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacists:

With the Fall Term of the University of Maryland School of Pharmacy beginning, the practising pharmacists of the greater Baltimore area undoubtedly will have occasion to come into personal contact with many of the pharmacy students.

It is up to those who are already established to set an example and serve as an inspiration to the coming generation of pharmacists.

Just as we as parents have the responsibility to set a fitting example for our children in proper conduct and good habits, so should we consider the pharmacy students our professional "children".

In college, the embryo pharmacists receive their academic training and theoretical basis for future practice in Pharmacy. In the pharmacies of the community, these neophytes receive their impressions of Pharmacy as it is practiced in the real world and see licensed pharmacists performing their duties in actual service to their patrons.

Let us all ty to make sure that the pharmacy student that enters our own establishment sees a pharmacy he would be proud to be associated with. Let us conduct ourselves so that the student will be eager to use us as his model in the pursuit of his calling as a PHARMACIST.

Welcome and greet pharmacy students with enthusiasm and optimism for the future of Pharmacy. Encourage them to give their best to Pharmacy so that they may look forward to a long and happy career of useful community service—IN PHARMACY.

Sincerely,

ALEXANDER J. OGRINZ, JR.
President

NOTES ON NEW ADVERTISERS

We would like to welcome two new advertisers who have joined the ranks of supporters of your official publication—"The Maryland Pharmacist."

Paramount Photo Service, catering to pharmacies only, inaugurated their advertising program in the June issue. Paramount features fast color as well as black and white developing. Mr. Herman Bloom, a partner in the firm and an affiliated member of the Maryland Pharmaceutical Association, is well known to many of our members.

With this issue, Stewart In-Fra-Red Commissary begins a message about the Stewart In-Fra-Red ovens and food service. Many pharmacies in Maryland have found profit and convenience in Stewart In-Fra-Red equipment and food merchandising.

Remember—all the firms who advertise in "The Maryland Pharmacist" make your journal possible and support your Association. Support the firms who support you.

We serve the people
who serve the people
who serve-

Delvale
ICE CREAM ®

Expert cabinet installation and service, prompt delivery of ice cream in freezer-fresh condition, regular service calls by our personal sales representatives to help determine dealer needs, and effective advertising and sales promotion campaigns . . . yes, that's the kind of service Delvale assures its dealers because we want to help them serve their customers better.

DELVALE DAIRIES, INC.
2030 Harford Road

DELVALE—Washington, Inc.
South Capitol & E. Streets, S.E.

THE HOWARD DRUG & MEDICINE CO.

101 CHEAPSIDE
BALTIMORE 2, MD.

MARYLAND'S FAMOUS
CATALOGUE WHOLESALE DRUGGIST & SUNDRYMAN

WRITE for YOUR copy TODAY

SEE

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FOR PROFITABLE

CIGAR DEPARTMENT

MERCHANDISING

Complete Lines for More Profit

Cigars – Tobacco – Cigarettes – Pipes

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F. A. DAVIS & SONS, INC.

119 SOUTH HOWARD STREET

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Call: Mulberry 5-8240

DIAL

PLaza 2-0480

FOR PROMPT, COURTEOUS SERVICE

MUTH BROTHERS & COMPANY

23 S. CHARLES STREET

BALTIMORE 3, MD.

Established 1837

BOARD OF PHARMACY RESULTS

The Maryland Board of Pharmacy met at the office of the Secretary, 20 East Twenty-third Street, Baltimore, on Thursday, August 28, to canvass the grades made in the examinations conducted by the Board on June 23, 24, and 25, 1958. Registration was granted to the following:

Sheldon Saul Barke
Willard Lane Bulger
Joe Mark Carlson
Lee Herbert Gradman
Bernard Wilson Ralph
Sanford Lawrence Rosenbloom
Arnold Blaine Wishner

The following passed the theoretical examination, but registration is withheld until they have met the legal requirements for practical pharmacy experience and have passed an examination in practical pharmacy:

Nathan Held Abrahams
Clarence LeRoy Anstine
Harry Bass
Mitchell Berman
Robert Edward Brant
Jay Royce Brinsfield
Pearl Chan
William Theodore Clinger
Gerard Ivan Cohen
Harold Lee Cooper
Walter Michael Damasiewicz, Jr.
Conrad Peter Dorn
Paul Prag Elliott
Edward Carroll Esslinger
Edward Alvin Etzler
Melvin Friedman
Patricia Ann Hayes
Colen Clifford Heinritz
Bernard Sheldon Isaacson
Marvin Ban Jaslow
Maurice Jules Kornblau
Norman Jack Kronberg
Allan Lisse
Joseph Wilmer Loetell, Jr.
Harry Joseph McKenny
David Collins MacLarty
James Joseph Mallonee, Jr.
David Moses Oken
Seymour David Osheroff
Herbert Gerald Oster
Thomas Rufus Palmer
Stacy Pass
Morton Phillip Printz
Noble Philip Redmond, Jr.
George Eugene Reier
Michael Byron Rodell
Irwin Jack Rosenberg
John Joseph Ruppersberger
Miles Eugene St. John
Ronald Edward Schindler
Walter Edward Sultan
Nancy Lee Swiss
Jean Musey Thorne
Chris Peter Tountas
Clayton Linwood Warrington, Jr.
Jerome Sidney Wittik
Paul Zucker

The following had previously passed the theoretical examinations, and by virtue of having passed the practical pharmacy examination at this time, registration was granted to them:

Frank Kelly Bell
James Dolan Edwards
Donald Brainard Elliott, Jr.
Herman Glassband
Richard Earl Greenberg
Stephen Bird Kistler
Peter Alex Nicolas
Wilbur Joseph Pessagno
Arthur Raines
Arnold Sadownick
Sidney Bernard Seidman

ALLEGANY - GARRETT PHARMACEUTICAL ASSOCIATION

On August 6th and 7th, President Frank Block and Secretary Joseph Cohen accompanied by William H. Harrison, Sales Manager of the H. B. Gilpin Company, visited 21 pharmacies in the Western Maryland area and addressed a meeting of the Allegany-Garrett Counties Pharmaceutical Association. Pharmacies were visited in Westminister, Frederick, Hagerstown, Cumberland, Frostburg, and other communities.

President Block emphasized the need

NOW YOU CAN SERVE HOT IN-FRA-RED TOASTED SANDWICHES WITHOUT EQUIPMENT OR LABOR COST!

A NEW NATIONAL SERVICE, Stewart In-Fra-Red, Inc., will provide you with a Stewart In-Fra-Red cookery and fresh cellophane wrapped sandwiches delivered regularly to your store. Placed in the cookery, the sandwiches are toasted in three minutes by modern efficient in-fra-red cooking. You serve the sandwiches to your customers sanitarily wrapped in cellophane.

WHAT DOES THIS COST YOU . . . NOTHING . . . not one penny for equipment, lease, or hidden charges. All you do is purchase a minimum of sandwiches each week (the quantity decided by you). Your Stewart In-Fra-Red Commisary furnishes you with the attractive Stewart In-Fra-Red Cookery and delivers fresh sandwiches of choice ingredients made with the complete approval of your Board of Health. Attractive metal menu signs also furnished.

THIS NEW IDEA . . . originated by Stewart In-Fra-Red, Inc., . . . is in over 15,000 fountain and food service concerns in cities from coast to coast. Every Stewart In-Fra-Red Commisary is an established local business. You may consult your Chamber of Commerce, Dun and Bradstreet, and Better Business Bureau.

Call or write for a free demonstration:

Stewart In-Fra-Red Commissary
360 SOUTH DUKELAND STREET
BALTIMORE 23, MARYLAND
GIlmor 5-4129

for association activity and cooperation for the success of Pharmacy as a profession. Secretary Cohen stressed the role of ethical relationships between pharmacists in order to attain the desired goals both professionally and commercially. The meeting was exceptionally well attended, setting a fine example of support by the local pharmacists.

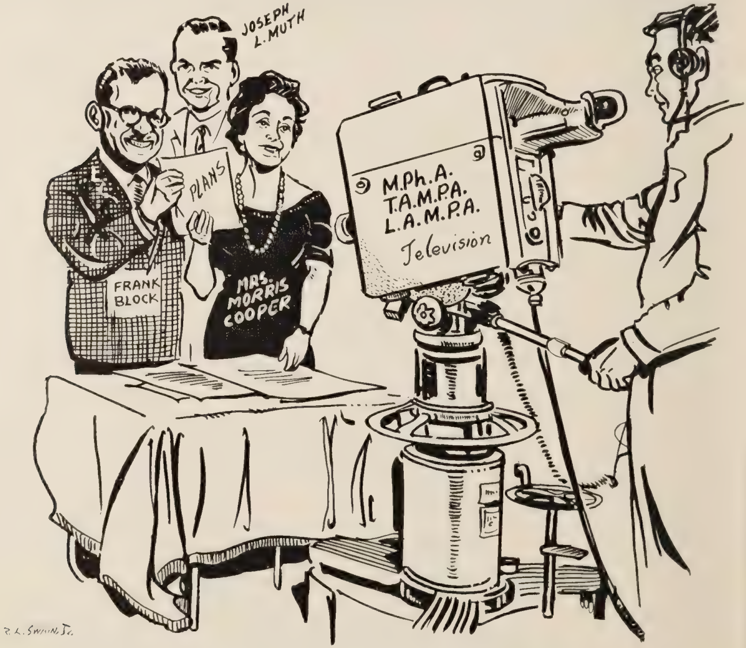
The visitors returned with an excellent impression of the pharmacies in this area. Almost all were neat, well organized, and marked by a professional appearance.

PATRONIZE
OUR ADVERTISERS
THEY ARE OUR FRIENDS

LAMBDA KAPPA SIGMA BIENNIAL CONVENTION

The 15th Biennial Convention of Lambda Kappa Sigma, international pharmacy sorority, adjourned Thursday (July 31) after a six day convention in Seattle, Washington. Convention activities ranged from adoption of a new scholarship program to a salmon barbecue. The Pharmacy sorority approved a stepped-up recruiting program to interest more qualified women in the profession.

Some 125 members from 33 chapters throughout the United States and British Columbia attended the meeting. Several girls from Maryland were in attendance.



CAMERA! WATCH 'EM PERFORM THEIR ROLES EXPERTLY

FALL

REGIONAL MEETING

Maryland Pharmaceutical Association

PETER PAN INN

Urbana, Maryland

Thursday, October 16, 1958

Enjoy An Interesting Day At This Garden Spot near Frederick

Lunch—1:00 P.M.

Vital Report of The Pharmacy Laws Committee

Important Discussion of Proposed Changes in the Maryland Pharmacy Law

Cocktails

Dinner

Meeting of the Ladies Auxiliary

Definite Reservations Must Be Made

$6.50 per Person for the Day

"YOUR BEST NEIGHBOR"

Below is abstracted a letter received by us commending a neighborhood pharmacist. This is in line with spot announcements and radio and television programs sponsored by the Associations in behalf of good Public Relations:

> "Most of us know by now that a neighborhood drug store can be the social center in a small town, the place where housewives go for iced tea or a coke when they want to get out of the house after a trying bout with Junior—or the place where Junior goes to look at comics or buy a present for Father's Day.
>
> We know, too, that it is the place where medicine is concocted, and in some towns, the only place where you can get anything on Sundays . . . where you can find food, a telephone, someone to tell you how to find the route for which you are looking, and perhaps even draw a map for you.
>
> The drug store in a small community may be the only place the teen-age people have to congregate after school or the only place young John can take his date for a coke.
>
> New magazines, . . . newspapers, a scale and the . . . bubble gum dispensers. Yes, the drug store is lots of fun—but what about the druggist? He can be a colorless person walking about being sure you don't handle magazines—he can be pretty dull—but usually he isn't.
>
> If he is a warm, friendly, out-going person, he can be father confessor to the local kids. One druggist, who knew that youngsters had no place to go, started putting his own books around the store for them to read. Three of his most avid readers are doing well in Washington.
>
> . . . I learned that the pharmacists at P's Pharmacy had kind friendly voices. . . . When I needed carfare for an unexpected trip to a hospital . . . the pharmacist, Mr. B., loaned me the money.
>
> When the heavy snows came this winter . . . the druggist stayed open until the prescription was filled and then he delivered it at eleven o'clock at night.
>
> During the past few weeks my husband has been hospitalized. I went into P's Pharmacy one day to cash a check and was telling Miss C., a recent graduate of the University of Maryland Pharmacy School, how kind my neighbors had been in taking my child to the hospital in B, Md. Miss C. offered to bring David home for me so Dr. B. came to work early, the pharmacy delivery car was sent to my home so I wouldn't have to walk the mile to the store and Miss C. and I set off for B., Md.
>
> . . . , we got lost both coming and going so that it was eleven o'clock before we arrived at my home and even later when Miss C., who had not yet had supper, reached her house, but of course, she was on duty at nine o'clock the next day.
>
> You say, gentlemen, that 'Your neighborhood pharmacist is your best neighbor'. I agree."
>
> Sincerely yours,
>
> J. K. K.

MEDICAL CARE VITAMIN PRESCRIPTIONS

Dr. Alice B. Tobler, Assistant Chief, Bureau of Medical Care, Maryland State Department of Health

Many pharmacists have asked for clarification on the recent regulations concerning vitamins under the County Medical Care Program.

Authorizations for oral vitamins will be handled exactly the same way as authorizations for cortisone products. Vitamins for persons over 6 years of age can be prescribed only on preauthorization. Physicians have been notified to that effect. If preauthorized, any vitamin is acceptable. Because of the limitation of appropriated funds, vitamins will be authorized **only** for spe-

A Cordial Invitation

to visit

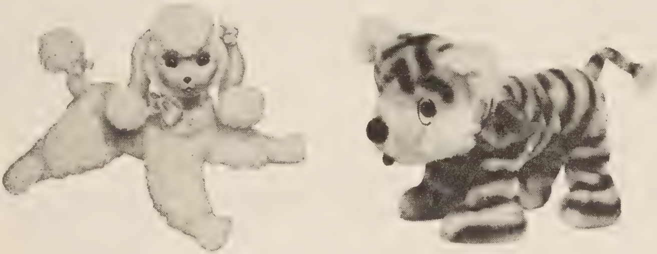
I L TOY COMPANY

Headquarters For

TOYS

GAMES

NOVELTIES



Come and Browse — See Our Complete Stock of Nationally Advertised Brands of Toys at Our Christmas Show

LET US HELP YOU TO:

1. **Increase Store TRAFFIC**
2. **Improve Your PROFIT Picture**

DISTRIBUTORS—COLORFORMS

I L TOY COMPANY

1023 E. Baltimore Street **Telephone BR. 6-3695**

Affiliate Member of the Maryland Pharmaceutical Association

cific diseases. Their use as general stimulants or preventives, although deemed desirable in many instances, cannot be included in the Program at the present time.

Preparations that contain essentially specific ingredients such as "intrinsic factor" for anemia do not need preauthorization even if some vitamins are contained in the preparation. On the other hand, combinations of vitamins with minerals and/or other substances that do not represent specific treatment for a given disease will need preauthorization.

IMPORTANT NEW F.D.A. LABELING

Requirements For O.T.C. Preparations

A. When requested to dispense smaller quantities than the original container:—

1. The manufacturers LOT NUMBER must be placed on the label of the package you dispense.
2. If the label on such preparation bears EXPIRATION DATE, this information must likewise be placed on your label.

B. When the preparation contains any Salicylate ingredient, (including Aspirin, Salicylamide, other Salicylates and combinations), labels must bear conspicuous warning statement: "WARNING—KEEP OUT OF REACH OF CHILDREN."

Failure to comply would be regarded as causing the article to be misbranded.

Of course, you know, in addition, it has always been required to label in such cases with **complete directions for use** and the **purpose for which the medicine is intended.** This may be copied from the label of the original container.

PATRONIZE
OUR ADVERTISERS

CALTONE

A Soothing LOTION

For Minor Skin Irritations

1 Doz. 4 oz. $3.50
2 Free With Each Doz.
F.T.M. $.69

BUPEC

An Effective DIARRHEA MIXTURE

1 Doz. 4 oz. $3.50
2 Free With Each Doz.
F.T.M. $.59

1 Doz. 8 oz. $5.40
2 Free With Each Doz.
F.T.M. $.89

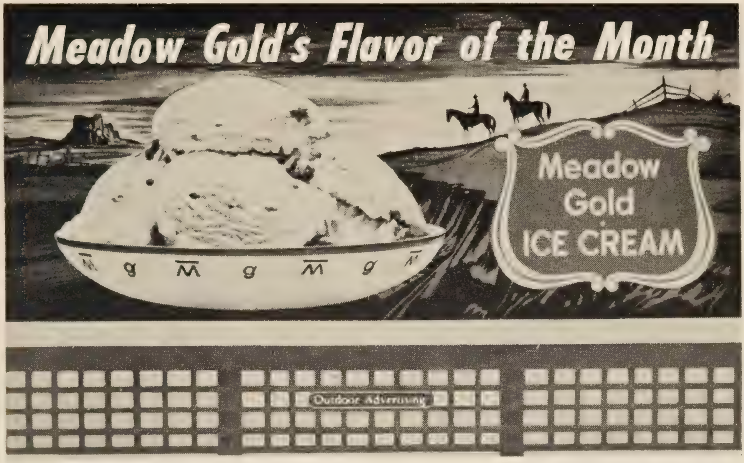
BYE-BUG

A Fine INSECT Repellent

ODORLESS—GREASELESS

1 Doz. 2 oz. $3.50
2 Free With Each Doz.
F.T.M. $.59

The National Pharmaceutical Mfg. Co.
BALTIMORE, MD.


Meadow Gold's Flavor of the Month
Meadow Gold ICE CREAM
Outdoor Advertising

Now! The Greatest Outdoor Advertising Campaign in MEADOW GOLD History!

50 BILLBOARDS

Strategically located all over town featuring the "Flavor of The Month", month after month for a full year!

☆

Tie-in with this great promotion! Feature the MEADOW GOLD "Flavor of The Month" and CASH-IN with bigger sales!

BALTIMORE CITY HEALTH DEPARTMENT SATURDAY LETTER TO THE MAYOR

In his SATURDAY LETTER TO THE MAYOR dated August 22, 1958, the Commissioner of Health wrote:

"Dear Mayor:

There is transmitted to you herewith the Weekly Morbidity and Mortality Statistical Report of Baltimore for the week ending August 21, 1958.

The Cure for Accidents is Prevention

Continuing its efforts to prevent home accidents to city residents, the City Health Department is now distributing widely throughout the city 100,000 new leaflets entitled "Accidents in the Home," a copy of which is enclosed for your information. This leaflet, the second to be prepared and distributed jointly with the Maryland State Department of Health and the Baltimore Safety Council, was designed to create a greater awareness on the part of older persons to accidents in the home and how they may be prevented.

The leaflets are being distributed with the assistance of the city's Central Payroll Bureau, the City Department of Public Welfare, the Enoch Pratt Free Library, the **Baltimore Metropolitan Pharmaceutical Association,** and through the facilities of the State and City Health Departments and the Baltimore Safety Council.

City Health Department records show that there were 160 home accident deaths in city residents in 1957. Sixty-three of these were persons sixty-five years or older. These latter deaths are enumerated below by category:

Falls—55 Deaths

Fell down steps or stairs—25; slipped and fell on floor—3; fell on floor—11; fell in home—8; fell off roof—2; fell in bathroom—2; fell out of bed—4.

Fire—6 Deaths

Smoking in bed—1; conflagration in home—2; burned himself by match-fire—1; wood stove exploded—1; pajamas caught fire by lighting match on his shoe—1.

Heat stroke—1

Inhaling a foreign substance—1

Accident prevention is a responsibility for individual and community action. Safe living habits can, with effort, be developed in all age groups except the very young who must be protected by their parents. The Baltimore City Health Department motto in this matter is: **The cure for accidents is prevention**.

Very truly yours,

(Signed) Huntington Williams, M.D.
Commissioner of Health"

GOOD PUBLIC RELATIONS

An Important Message To Parents of Children Between 2 Months and 4 Years Of Age

- Approximately 8,000,000 of the 20,000,000 pre-school children in this country are completely without protection against paralytic polio.
- Another 2,000,000 of these youngsters have insufficient protection.
- Pre-school children are susceptible to the disease up to 4 times more than school-age children.
- Salk Vaccine can be given any time after babies reach 2 months.
- Salk shots can be safely administered even during the summer months.
- Salk Vaccine can be given at the same time as diphtheria-whooping cough-tetanus, as long as it is not combined in the same syringe.

If you have a child between 2 months and 4 years of age who has not had Salk shots against polio, don't delay—Make arrangements with your doctor—TODAY.

Distributed by: **Mennen Baby Foundation, 430 Park Avenue, N. Y. 22, N. Y.** in cooperation with American Academy of Pediatrics and your Local Pharmacist.

Note: These inserts have been distributed through the Service Wholesalers of Maryland. If you have not received a supply, contact your Drug Wholesaler.

A Thoughtful Store
Sweetheart
SANITARY WRAPPED
STRAWS
Sweetheart Straws

Fountain Customers Appreciate

Sweetheart

SANITARY WRAPPED

Straws

Protecting your customers' health is your duty. Sweetheart Sanitary Wrapped Drinking Straws afford this necessary protection and your customers will show their appreciation through increased patronization. No extra charge for your "Personalized" advertising imprinted on wrappers.

If Your Wholesaler Can't Supply You, Write or Phone:

The Sign of "A Thoughtful Store"

MARYLAND PAPER PRODUCTS COMPANY
1100 South Eutaw Street - - - - Baltimore, Md.

Look what I found!

TOASTCHEE
LANCE

I found that my customers really go for those tasty Lance snacks. And I found, too, that I make more money on them than any other brand. Must be because they sell so fast.

They're advertised

LANCE

CHARLOTTE, N. C.

ANTIBIOTICS AND THE PUBLIC HEALTH

Since 1952 doctors have written more prescriptions for antibiotics than for any other category of ethical drugs. Whereas these products represented an estimated 1.5 per cent of all prescriptions written in 1948, they accounted for one of every eight prescriptions in 1955.

These facts are brought out in the economic report of antibiotic manufacture recently released by the Federal Trade Commission. The report traces the development of an industry which did not exist in 1941, but whose net sales reached $344 million ten years later. Output of antibiotics doubled from 1951 to 1956, although lower prices for some products and in new markets kept dollar sales below the 1951 peak.

The history of the antibiotic industry, the FTC's report shows, has been one of expansion at home and abroad to meet rapidly increasing demand, and of heavy reliance on laboratory research for new products and product improvements.

According to the Health News Institute the Commission's report outlines how antibiotics have made their contribution to public health both in treating infections and contagious diseases of bacterial origin and in preventing complications that may follow illnesses (such as colds, influenza, measles, and other viral infections) which themselves are unresponsive to antibiotic therapy.

The importance of antibiotics among the factors at work in reducing disease and death rates is illustrated by the declining number of reported cases in the United States of the group of illnesses whose bacteria can be controlled by their use. There were approximately 1.2 million such cases in both 1946 and 1947. The number dropped to one million in 1948. Beginning in 1951 there were less than 800,000 in each year. Antibiotics have unquestionably contributed to sharp reductions in the death rates from such important causes of death as tuberculosis and venereal diseases.

Antibiotics have proved particularly effective in saving the lives of children and young persons. The sheer economic value of these lives, measured by future productiveness, is substantial.

A decline of several days in the average time spent by patients in hospitals is due in part to the use of antibiotics, the report notes, although it is also due to other factors such as changed medical practice.

Yet the manufacture of antibiotics is not, in fact, a separate industry, the HNI said. It is part of the ethical drug segment of the pharmaceutical industry. Sales of antibiotics from domestic production were about 40 per cent of the consolidated 1956 sales of one manufacturer, but 20 per cent or less for eleven others.

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"Sure I'm loaded. Gotta hot salesman!

Works hard all day — no salary, no commission."

Member of the family?

"No-no. Sealtest Ice Cream. So good it sells itself, you know. Fountain sales are 25 per cent of my store's total volume. Folks really go for Sealtest quality."

"Sealtest quality"?

"Sure. Low over-run. High butterfat. Pure, *natural* flavorings. No artificial flavors in any Southern Dairies Sealtest ice cream."

Who's Southern Dairies?

"A division of National Dairy Products Corporation. Local plants all over the Southeast."

And what about—

"Look, friend, I'm busy counting profits. Call up your Southern Dairies plant and put a Sealtest *salesman* on the griddle. One thousand, four hundred and seventeen; one thousand, four . . ."

. . . sells your store!

Sealtest
TRADE MARK
ICE CREAM

AMERICAN INSTITUTE OF THE HISTORY OF PHARMACY

Pharmacists who are planning to retire, or to move their homes to smaller quarters, thus being forced to dispose of or break up their lifelong collections of books, manuscripts, photos, paintings, or artifacts that are of historical significance to pharmacy, may do their profession a good turn by getting in touch with the American Institute of the History of Pharmacy.

A considerable part of such materials may be of value to the Institute in rounding out its collections and resources. Or, if the items duplicate those already in the Institute's hands, it may be in position to suggest places that are anxiously seeking just such items, it was explained recently by Dr. Glenn Sonnedecker, the Institute's Director.

Paralleling this suggestion, which grew out of discussions at the Institute's annual meeting recently in Los Angeles, in conjunction with the convention of the American Pharmaceutical Association, Dr. Sonnedecker offered another. It was directed to widows or members of the families of pharmacists who had achieved prominence during their lifetimes.

"Frequently, families of deceased pharmacists are at a loss as to how to dispose of the personal effects, libraries, papers, citations, manuscripts, and photographs. Often they are burned or destroyed, sold to a second-hand dealer, or dispersed among members of the family who hardly know what to do with them.

"If persons who possess valuable material of this kind will make a descriptive list and forward it to the Institute, we will be happy to evaluate it from a historical viewpoint, and to indicate which items might be valuable as contributions to the Institute or to suggest other institutions to whom the items might be of value."

Dr. Sonnedecker pointed out that the Institute does not want to duplicate or multiply items already in its archives or collections, but is anxious to secure rare and unusual pieces to enhance the serviceability of its reference materials.

Persons having possessions of possible historical value which they might be willing to contribute to the Institute may communicate with Dr. Sonnedecker at the

American Institute of the History of Pharmacy
356 Chemistry Building
Madison 6, Wisconsin.

NEW PUBLIC RELATIONS DISPLAY FEATURED IN NATIONAL PHARMACY WEEK PROMOTION

Pharmacists across the nation will have a new device available for the advancement of their own public relations program and to aid in the promotion of National Pharmacy Week for 1958—October 5-11. A unique, colorful three-dimensional window display is being offered by the Committee on Public Relations of the American Pharmaceutical Association. The display will include changeable panels, relating to other health programs, for use throughout the year.

In announcing the availability of the display, the Committee disclosed elaborate plans for the 1958 promotion of National Pharmacy Week, centered around the slogan: "YOUR PHARMACIST WORKS FOR BETTER COMMUNITY HEALTH."

Each pharmacist is urged to use his own initiative in promoting the contributions which the profession makes to the health of the community. During National Pharmacy Week he can give particular attention to the appearance of his pharmacy and emphasize the services he is trained to provide. He is urged to speak before civic organizations about health subjects of current interest, and also to solicit the cooperation of leading business associates and administrative officers in the community. All these activities can be complemented by obtaining the support of local radio and television stations and

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AT THE FOUNTAIN—

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newspapers. Public relations for the pharmaceutical profession depends to a large extent upon the active support and cooperation of its practitioners.

The organization of National Pharmacy Week activities is being completed at the national, state and local levels. The A.Ph.A., as in previous years, will provide a Public Relations Kit containing materials which may be used on a year-round basis. It will solicit the cooperation of the pharmaceutical industry, colleges of pharmacy, and state and local pharmaceutical associations.

Each state association is requested to obtain a proclamation from the governor and arrange for the appointment of special committees at the state and local levels to provide additional public relations material for use by their members. State pharmaceutical associations are also urged to arrange for newspaper, radio and television publicity throughout their own state.

Window Display Contest

A window display contest will again be held in cooperation with the state pharmaceutical associations. Cash awards of $50, $100, and $200, as well as 15 plaques and certificates will be presented to members of the A.Ph.A. who submit winning entries. Presentation of the awards will be made at the Annual Convention to be held in Cincinnati next April. In addition, a certificate will be awarded to the winning entry from each state which participates in the display contest. Complete details concerning the rules of the contest will be mailed to over 55,000 retail and hospital pharmacies and the 76 colleges of pharmacy throughout the nation. The mailing will include a window streamer which must be used in each display in order to be eligible for competition.

Public Relations Kit

The Public Relations Kit is being revised for use on a year-round basis. It will have three sections: (1) Public addresses, (2) radio and television material, and (3) newsaper and miscellaneous aids. The material for public addresses will be of two types—outline form and complete addresses. The outline will provide facts about a given subject for the individual pharmacist who wishes to develop an address to suit his own needs. The complete addresses are designed for use essentially as written. Topics developed in the public address section concern health matters of current interest to the public.

The section containing radio and television material includes a new series of 10, 30 and 60-second spot announcements which stations will be willing to use as public service features. The section with newspaper and miscellaneous aids contains a newly designed newspaper advertising mat.

The kits are available at a cost of $2.00. Orders should be directed to the Committee on Public Relations, American Pharmaceutical Association, 2215 Constitution Avenue, N.W., Washington 7, D. C.

New Public Relations Display

The new public relations display shows a pharmacist in his prescription department with the background depicting the community he serves. The theme of the display is "YOUR PHARMACIST WORKS FOR BETTER COMMUNITY HEALTH," and the Code of Ethics of the A.Ph.A. is featured on a wing of the display.

In addition, a series of supplementary panels will be furnished from time to time, suitable for other community health promotion events fostered by such organizations as the American Cancer Society, the American Heart Association, and others. The Committee on Public Relations anticipates that at least 4 supplementary panels will be supplied with each purchase.

The cooperation of all wholesale pharmaceutical salesmen is being arranged through the National Wholesale Druggists Association and the Federal Wholesale Druggists Association.

The cost of the display is $3.90 each, including supplementary panels and

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postage. Orders should be sent to the Committee on Public Relations, American Pharmaceutical Association, 2215 Constitution Avenue, N.W., Washington, 7, D. C.

Not every pharmacist will have time to prepare a display; not every pharmacist will have time to prepare speeches; not every pharmacist will have the opportunity to obtain a proclamation from his mayor, but, National Pharmacy Week provides an excellent opportunity for each pharmacist to demonstrate to his customers, friends and neighbors that he **works for better community health.**

TRAVELING BILLBOARDS

The Henry B. Gilpin Company insures that, despite the vagaries of nature, its trucks carry messages promoting the neighborhood pharmacist. In case an ill wind blows the poster away, Gilpin has painted a permanent sign beneath the poster frame: "Today . . . more than ever, miracle drugs demand the professional skill of the pharmacist."

COMING EVENTS

Thursday, October 16, 1958, Fall Regional Meeting of the Maryland Pharmaceutical Association, Peter Pan Inn, Urbana, Maryland (near Frederick) at 1:00 P.M.

Thursday, October 23, 1958, Baltimore Metropolitan Pharmaceutical Association Regular Meeting at Kelly Memorial Building, 650 West Lombard Street, at 9:00 P.M.

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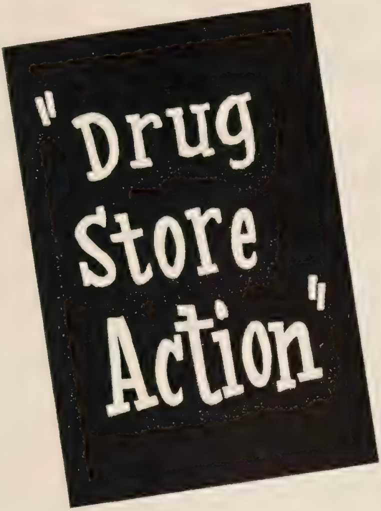

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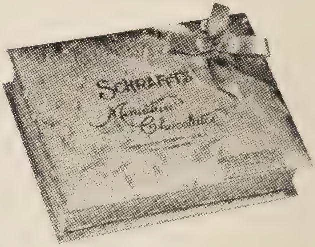

Feature the candy that creates quick turnover and repeat business. Profit by the ever-growing demand for Schrafft's —recognized by candy-lovers everywhere as supreme in quality and flavor.

It pays to promote Schrafft's Chocolates!

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KEEP THESE FINE CIGARS IN YOUR LINE-UP

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- Personalities -

The Ladies' Auxiliary of the Maryland Pharmaceutical Association was very proud to learn that Mrs. Harold Goldfeder, a member of L.A.M.P.A. Board of Directors, was elected National President of the Ladies Auxiliary of the A.Z.O. Fraternity. We would like to add our heartiest congratulations to one who is so well qualified and deserving of the honor. Best wishes, Reva, for a successful administration.

Congratulations to John Oldakowski on being awarded a "Golden Honorary Certificate" by the Arkansas Board of Pharmacy on completion of 50 years a Registered Pharmacist. The honor was conferred this year at the Annual Convention of the Arkansas Pharmaceutical Association to which Mr. Oldakowski was invited as a guest.

He was registered in Missouri in 1906 and in Arkansas in 1908. At present, he resides in Hyattsville, Maryland.

Jay F. Strawinski, a medical service representative for Roche Laboratories, Division of Hoffmann-La Roche Inc., has been appointed a clinical coordinator serving the Baltimore, Maryland Area. As a clinical coordinator, Mr. Strawinski's responsibilities will include maintenance of liaison with members of the medical profession who are engaged in research studies with Roche compounds.

He is a graduate of the University of Pennsylvania. Mr. Strawinski was self-employed in retail pharmacy and joined Hoffmann-LaRoche in 1947. He is a member of the American Pharmaceutical Association and the American Association for the advancement of Science.

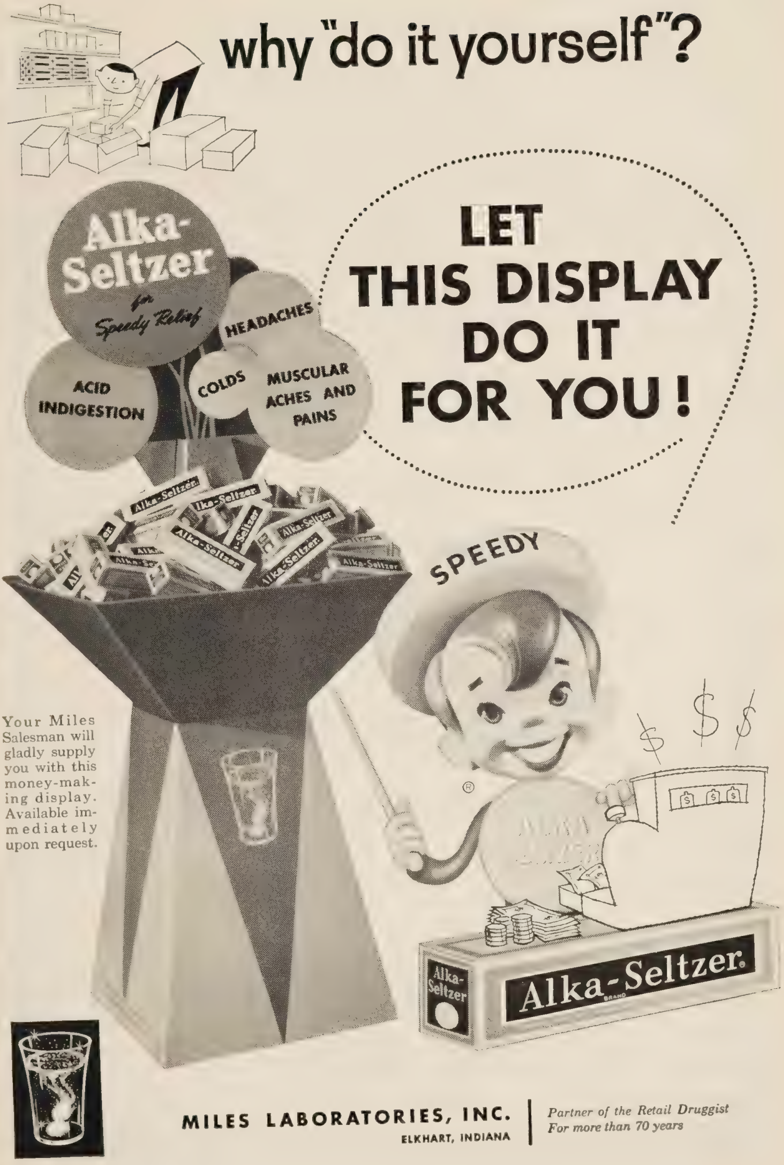
Dr. Stanley S. Brager, son of Maurice and Elinor Brager is now established in his offices at the Lavine Memorial Medical Building, 5802 Baltimore Avenue, Hyattsville, Md.

Stanley graduated from the Baltimore College of Dental Surgery, University of Maryland, June 1958. Four years prior he graduated from University of Maryland, School of Pharmacy and is a member of the Rho Chi Honorary Society. During this period he has worked in the Pharmacy field. At present he is also serving as an instructor in the Department of Pharmacology at the University of Maryland.

We are glad to report in this column that Miss Cole has fully recovered from her accident in Atlantic City during the Convention. She has asked us to convey her sincere gratitude to her many friends for their expressions of concern and best wishes.

We are glad to reprint the following message from Mrs. Bertha D. Baldwin, Bureau of Narcotics:

> "Please convey to the pharmacists of Maryland, when you have your next meeting or in your next issue of 'The Maryland Pharmacist', my sincere appreciation for their thoughtfulness of me. I received many, many cards; personal visits, flowers and inquiries from druggists, for all of which I am profoundly grateful."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LET THIS DISPLAY DO IT FOR YOU!
Alka-Seltzer for Speedy Relief
HEADACHES
ACID INDIGESTION
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Your Miles Salesman will gladly supply you with this money-making display. Available immediately upon request.

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For more than 70 years

Elsie's sole ambition is to sell MORE ice cream for you. Give her a chance! There's a profitable surprise awaiting you.

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LACTINEX TABLETS—A clinically proven treatment for gastrointestinal disturbances, including diarrhea[1,2,3] (antibiotic induced and others) in infants and adults.

LACTINEX GRANULES—An especially designed dosage form (served on cereal, food or with milk) of this effective product for the pediatric and geriatric patient.

Dosage: Three or four tablets or one packet, three or four times a day.

Supplied—tablets in bottles of fifty—granules in boxes of twelve, one gram packets.

1. Siver, Robert H.: Current Medical Digest, Vol. XXI, No. 9, September 1954.
2. McGivney, John: Texas State Journal of Medicine, Vol. 51, No. 1, January 1955.
3. Frykman, Howard M.: Minnesota Medicine, Vol. 38, No. 1, January 1955.

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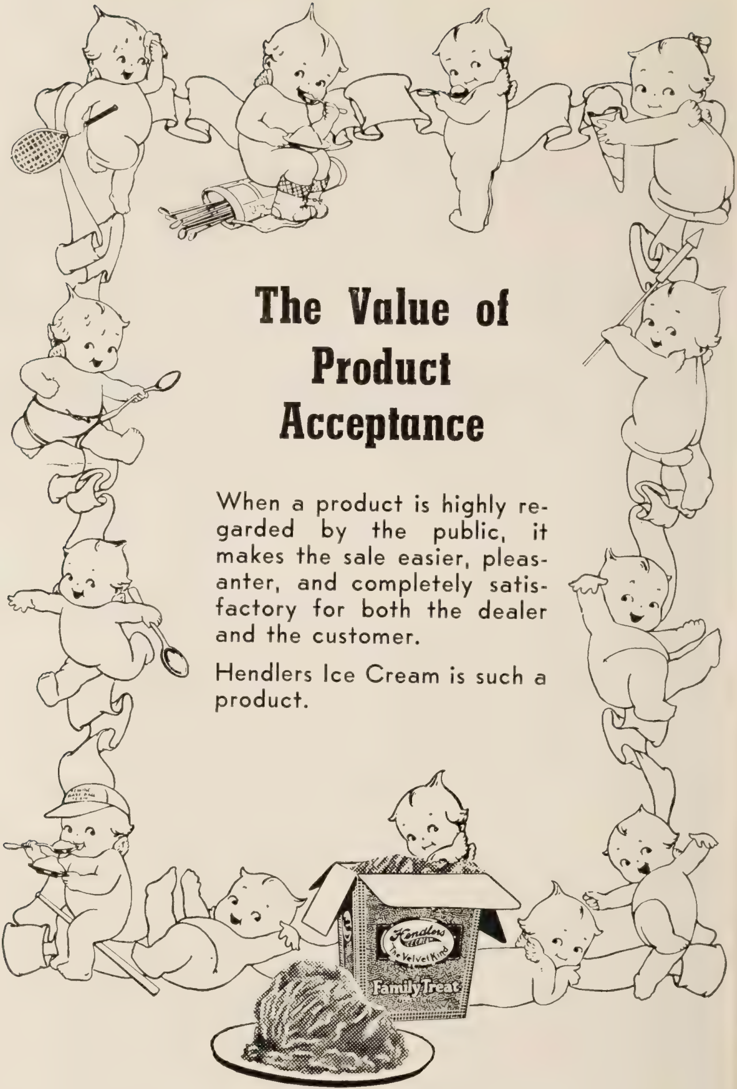
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The Maryland Pharmacist

PRACTICAL
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VOLUME XXXIII **SEPTEMBER, 1958** **No. 12**

For

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NATIONAL DIABETES DETECTION WEEK

November 16-22, 1958

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Subscription Price $2.00 the Year
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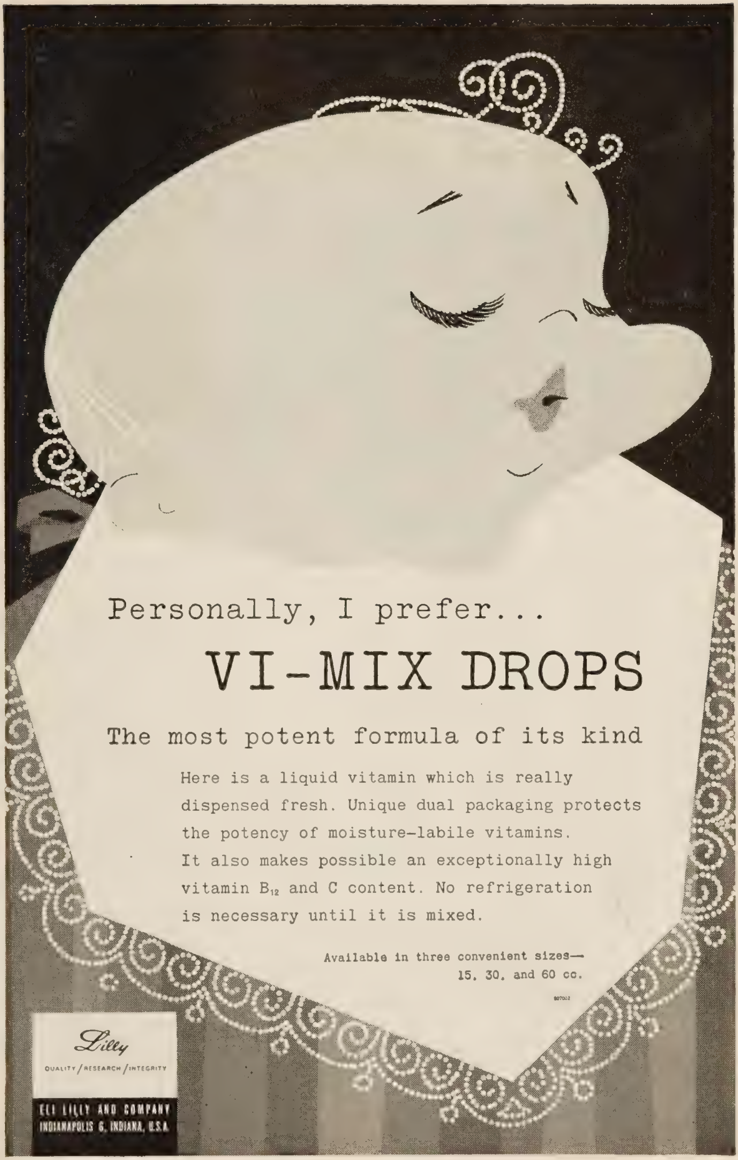

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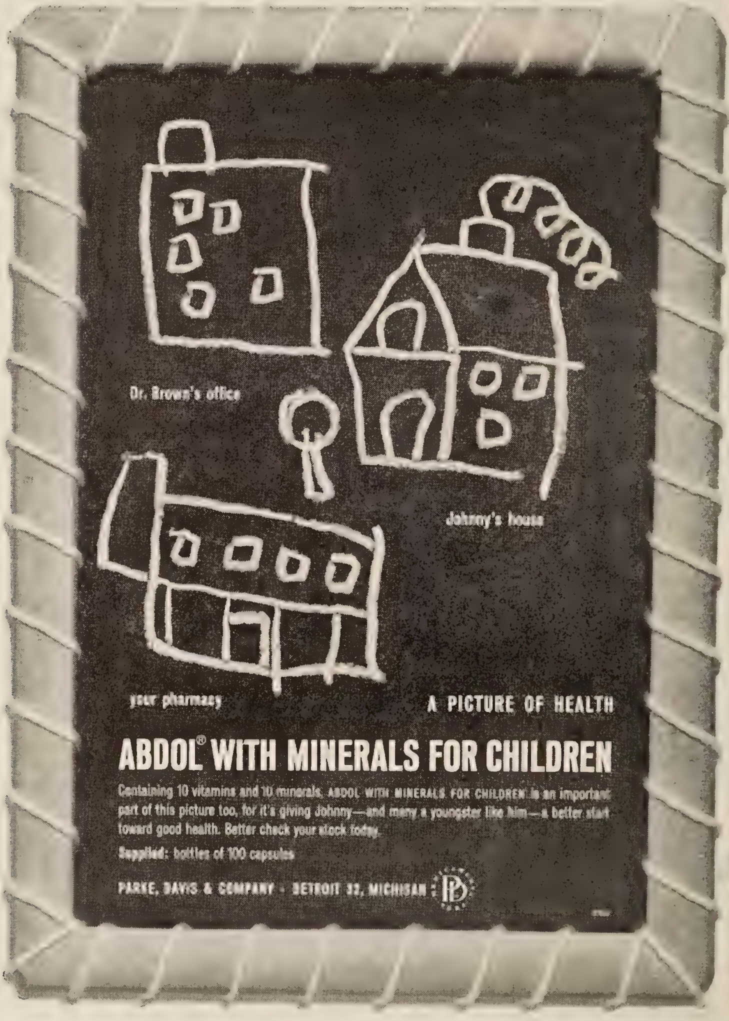

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The Maryland Pharmacist

MARYLAND PHARMACEUTICAL ASSOCIATION
Office of Publication: 650 W. Lombard Street, Baltimore-1, Md.
SAratoga 7-0746

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D (Calciferol)	1000 U.S.P. Units	250%	250%
B_1 (Thiamine)	1 mg.	400%	133%
B_2 (Riboflavin)	1 mg.	167%	110%
B_6 (Pyridoxine)	1 mg.	††	††
B_{12} (Cyanocobalamin)	1 mcg.	††	††
C (Ascorbic Acid)	50 mg.	500%	250%
Niacinamide	10 mg.	200%	133%
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In a d-sorbitol base for better Vitamin B_{12} absorption.

†Minimum daily requirement.

††Minimum daily requirement has not been established.

Dosage: 0.6 cc. or as directed by physician.

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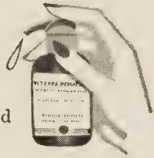

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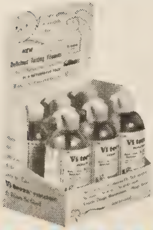
- YES! delicious orange-y taste



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. . . Editorial . . .

HOW BRIGHT IS YOUR FUTURE?

In spite of a general economic recession the first part of the year, the drug business has done very well as a whole during 1958. All reports show an increase and indications point to a record year. When an industry such as ours shows phenomenal progress such as it has shown during the past decade, it is difficult to pinpoint the reason or credit for success to one facet of the industry alone. No one can truthfully say that it was entirely because of excellent research efforts, good manufacturing know-how, efficient distribution, hard hitting advertising programs, or perhaps because of good economic conditions. Whatever the reason may be, it is a good time to review the part you have played in the progress of Pharmacy. Above all, it is important you give serious thought to how you stand to fare in its future.

You should ask yourself: What interest do I take in Pharmacy? Do I take an interest in my School of Pharmacy, my Alumni Association, my Professional and Trade Associations? Do I attend meetings and conventions? Do I read available professional scientific and trade journals? You should also ask yourself: Do I take part in the activities of the community? Do I participate in religious and civic activities? What interest have I shown in politics? What have I contributed to the welfare of the community both as a citizen and as a neighbor? Positive answers to these vital questions may mean the difference between your future success or failure.

The foregoing applies to all in Pharmacy: Those engaged in education, research, law enforcement, manufacturing, wholesaling and retailing. However, since 85% of the pharmacists remain in retail pharmacy, we would like to direct more specific remarks to retail pharmacy.

If you operate or are employed in a retail pharmacy, you should be concerned about the preservation of Fair Trade. Fair Trade legislation was well on the road when time ran out with the adjournment of the 85th Congress. From all indications, new bills will be introduced when the 86th Congress convenes in January 1959. Cutthroat price cutting has already convinced the appliance manufacturers who were among the first to abandon Fair Trade, that some semblance of price maintenance is necessary to prevent demoralization of their trade marked products.

They are now selecting those distributors that will maintain price. The old cliche that, "a rose by some other name still smells the same", applies here. Passage of a federal Fair Trade bill will require herculean effort. When you are called on for support, you should respond immediately and vigorously. Your future will be brighter with Fair Trade.

In order to be competitive on a retail level, constant attention should be given to modern methods of operation. Neighborhoods may change, but the basic needs of the people do not. Those needs can be expanded to serve the requirements of the type of people in the community. New locations and large selling areas do not necessarily mean success. Remodel your established business. Bring it up-to-date. Give it the conscientious attention it deserves as a source of income and means of livelihood. This too will make your future brighter.

If you wish to protect yourself against the ever growing threat of non-drug competition, you must assert yourself and become more demanding. Retail pharmacy far out-numbers all other retail sources of health and beauty aids.

A brighter future in Pharmacy can be achieved through action—*Your* action—not by wishful thinking or a defeatist negative approach.

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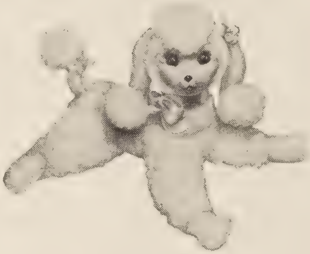

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PRESIDENT'S MESSAGE

Dear Fellow Pharmacists:

Nostrums—have they really changed, or has only the method or the pitch?

I can remember as a child watching the pitch artists under a torchlight at the corner of Baltimore and Gay Streets expounding the virtues of miracle snake oil. As a youth, I observed the same pitch, only this time from a show window and with the aid of a loud speaker and anatomical charts delving into the mysteries of glands as they pertained to sex life. Later as an adult, I watched enthralled, in an establishment on the boardwalk of Atlantic City, the antics of super salesmen and live models, with an abundance of hair, exploiting lanolin. The value of these products was certainly questionable for the purposes they were being ballyhooed, but the method of selling was not—it sold.

Television has brought the pitch into every home. Instead of selling from behind a wagon or in a window, these promoters have found a new use for the drug store. The question of how this affects pharmacy as a professional safeguard for public health and welfare and the ethical manufacturers of meritorious products has an obvious answer.

Pharmacy is being used, misused, and abused because a product offered for sale thru drug outlets receives the cloak of respectability regardless of the value of the preparation, thus, subjecting the profession of pharmacy to ridicule as merely a purveyor of nostrums. The ethical manufacturer sits back and decries the lack of cooperation of the pharmacists in promoting his products. The unwillingness of these manufacturers to cooperate in this age of enlightenment with the means at their hands, and the allowing of peddlers of nostrums to steal the thunder from under their noses, portends only a greater future for the pitch artists.

The practice of pharmacy is governed by more statutes than any other profession and most are self inflicted. In spite of this safeguard, the public welfare apparently is a minor consideration when it comes to marketing a worthless preparation. There must be something wrong with Federal and other governing agencies to allow this to exist.

Let's face it—self justification is not the answer no more than sticking your head in a hole in the ground (ostrich-like) and wishing everything ideal. If pharmacy is to have its rightful place as a profession of the future, this is the time to set its path in the proper orbit. Leading pharmaceutical manufacturers, educators and influential pharmacists at all levels should at combined meetings chart its course—and it is just about time this was done.

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FRANK BLOCK,
President

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803091

. . . Fair Trade News . . .

SMALL BUSINESS LEADERS LAUNCH ALL-OUT DRIVE FOR FEDERAL FAIR TRADE

An all-out mobilization of the nation's small businessmen was launched for passage of a Federal fair trade law.

Representatives of tobacco, hardware, sporting goods, appliance and television and jewelry dealers and wholesalers were among those who attended a special meeting on fair trade conducted as a portion of the 1958 convention of the National Association of Retail Druggists in Philadelphia.

Maurice Mermey, director of the Bureau of Education on Fair Trade, told the group that it would have to demonstrate to Congress, "that small business in America, representing no less than 10,000,000 citizens, believes with deep conviction that fair trade is urgent to their survival."

The Bureau director noted that H.R. 10527 (The Harris Bill) and S. 3850 (The Humphrey-Proxmire Bill) calling for Federal fair trade has made substantial gains in the 85th Congress which recently adjourned.

"We are in stronger tactical position today than we were a year ago," Mr. Mermey said. "Then we were still working on suggestions for a Federal fair trade bill. Today, a fine Federal fair trade bill is available, having been hammered out by the Sub-Committee of the House Interstate and Foreign Commerce Committee."

He saw the 86th Congress which convenes on January 20, as being in position to pick up where the 85th left off on the proposed legislation.

Calling on the small businessmen to rededicate themselves "again and again to our task," Mr. Mermey commented, "this is the time for action—strong and resolute and in the voices of millions.

"We must seek to destroy beliefs that have grown over the course of the years like so many weeds," the Bureau director continued. "These beliefs, no matter how well intentioned, do not have any basis in fact. Our job is to overcome beliefs so long held that they have taken on the aspect of unchallengeable fact.

"We will have to dispel the concept that fair trade was the unwilling parent of the discount house. We know that discount houses operated long before the first fair trade statute was passed in California. And discount houses operate in states which do not have fair trade laws.

"We will have to dispel the notion that fair trade pricing has forced retailers to turn to private brands. Giant chains such as Sears Roebuck which accounts for 98 per cent of its $3.7 billion in private brands developed them because they insured greater profit than national trade-marked goods," Mr. Mermey stated.

"We will have to dispel the notion that price cutting is the best weapon the small businessman has. In fact, in the hands of small business it is the weapon of suicide. Any small retailer who gets into a price battle against the superior dollar forces of giant chains and other large organizations will not live long.

"We will have to show conclusively that fair trade does not in any way limit a customer's choice as our critics have argued. It is a matter of record that every state fair trade law and the preambles of both bills now pending before Congress guarantee this freedom of choice by declaring a trade-marked product must be in free and open competition with others of the same general class in order to qualify for fair trade," Mr. Mermey told his audience.

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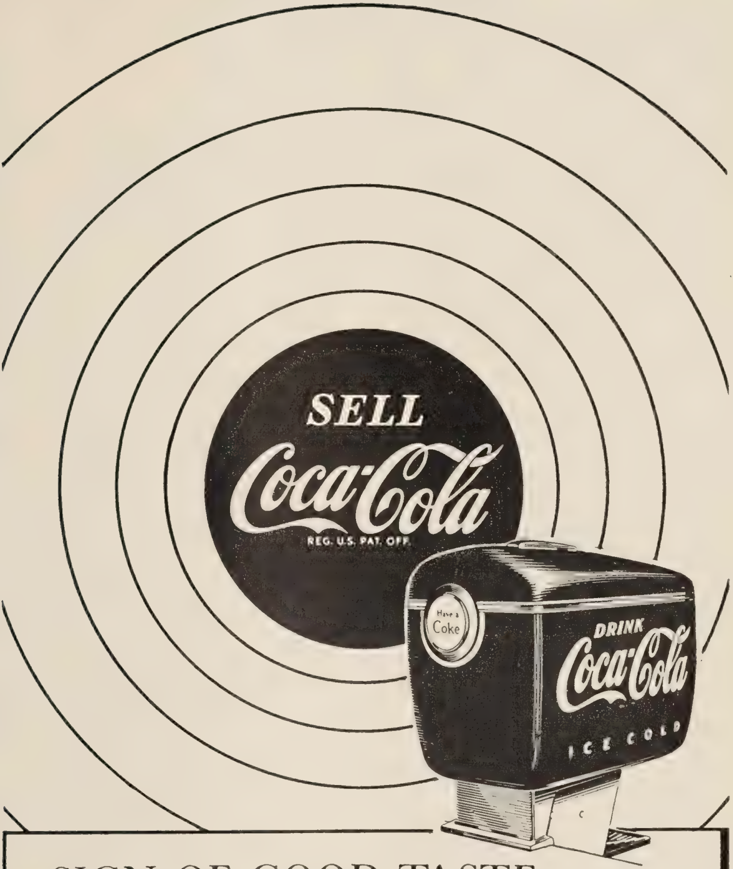
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1. **OUTSIDE YOUR STORE**
2. **ON YOUR WINDOWS**
3. **INSIDE YOUR STORE**
4. **ON YOUR BACKBAR**

MARYLAND COURT GRANTS PARKE-DAVIS PERMANENT INJUNCTION AGAINST DART

The Montgomery County Circuit Court has held that Parke, Davis & Company is entitled to a permanent injunction to restrain Dart Drug Corporation from selling Parke-Davis products at below fair trade prices in its Silver Spring retail pharmacy.

In determining against Dart Drug, Circuit Judge Thomas M. Anderson stated Parke-Davis had "exercised reasonable diligence" to maintain fair trade prices of its products, and that Dart was the "prime instigator of fair trade violations on Parke-Davis' products in this state."

Judge Anderson, in his opinion upholding Parke-Davis' request for a permanent injunction, ruled that court costs were to be paid by the defendant, Dart Drug.

FAIR TRADE STICKER NOTICES

BLOCK DRUG CO., INC.—Page 4-B

Item	F.T.M.
Nytol—New Economy Size—90 tablets	$3.25

ROCHE LABORATORIES—Page 39-A

Marsilid—10 mg—Bottle of 100	$ 5.00
Marsilid—10 mg—Bottle of 1000	45.55
Marsilid—25 mg—Bottle of 100	6.67
Marsilid—25 mg—Bottle of 1000	61.10
Marsilid—50 mg—Bottle of 100	8.89
Marsilid—50 mg—Bottle of 1000	76.66

KIMBERLY CLARK CORP.—Page 43

Fem's—12's	.50

PERSONAL PRODUCTS CORP.—Page 74

"Johnny" Mop Refill Pads—30's	.79

RICHARD HUDNUT—Page 40-A

New Items	F.T.M.
#25480 DuBarry Eye Shadow Stick	$ 1.35
#25481 DuBarry Eye Shadow Siick (12 Pc. Display)	16.20
#25653 DuBarry Royal Bee Compact	3.75
#25654 DuBarry Pearled Cloudsilk Compressed Powder Refill	1.25
#25198 DuBarry Moisture Petals with Placentine	5.00
#21928 DuBarry Royal Shampoo with Royal Jelly	1.50
#21931 DuBarry Royal Creme Rinse with Royal Jelly	1.50
#21936 DuBarry Royal Hair Conditioner with Royal Jelly	2.00
#21980 DuBarry Royal Shampoo & Royal Creme Rinse (12 Pc. Display)	$18.00
#25203 DuBarry Deauville Cologne Mist	2.75
#25204 DuBarry Deauville Cologne	2.00
#25221 DuBarry Deauville Perfume	5.00
#25234 DuBarry Deauville Bath Powder	2.50
#25241 DuBarry Deauville Hand & Body Soap	1.50
#15171 Sportsman Steri-Soap	1.00
#71995 Richard Hudnut Creme Rinse Special (Regular $1.75 size)	.98

JOHNSON & JOHNSON—Page 45

Item	F.T.M
Red Cross Cotton—1 oz.	.23
Red Cross Cotton—2 oz.	.39
Cotton Balls—130's	.69

HELENE CURTIS—Page 37-C

Helene Curtis Spray Net—Regular & Super Soft—6 oz.	$1.35

BAUER & BLACK—Page 6

Cotton—1 oz.	.23
Cotton—2 oz.	.39
Cotton Balls—130's	.69

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Cocktail Lounge
or
Mallard Bar

HOTEL *Emerson*

WILLIAM E. STUBBS, Jr.
V. P. and Genl. Mgr.

LADY ESTHER, LTD—Page 48

Item	F.T.M
Hand & Body Lotion	.59
Hand & Body Lotion	.98

RONSON CORPORATION—Page 2

Ronson Lighterkit	.29

PHARMACEUTICALS, INC—
Page 67-AA

Sominex Capsules—20's	$2.23

PHARMACO, INC.—Page 75-C

Feenamint—16's	.37
Feenamint—36's	.69
Medigum—16's	.39

BRISTOL MYERS CO.—Page 10

Vitalis— 2 oz.	.33
Vitalis— 4 oz.	.59
Vitalis— 7 oz.	.89
Vitalis—12 oz.	$1.29
Ammens Medicated Powder—5.5 oz.	.65
Trushay—1 oz.	.15

GENERAL ELECTRIC CO.—Page 35-E

G. E. Photoflash—PH/11	.25

SYLVANIA ELECTRIC PRODUCTS, INC.—Page 96-E

Sylvania Photo Flashbulbs—Type 0	.25
Sylvania Photo Flashbulbs—Press 40	.25

PERSONAL PRODUCTS CORP.—
Page 74

"JOHNNY" MOP—Deluxe Package	$1.49

THE CHATTANOOGA MEDICINE CO.
Page 14-C

New Items	F.T.M.
Cardui Tablets	.75
Soltice Nasal Spray	.79
Soltice Cough Syrup	.39
Soltice Cold Tablets	.79

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School of Pharmacy, University of Maryland, News

SCHOOL OF PHARMACY NOW OCCUPIES NEW FACILITY

A new building for the School of Pharmacy, to be known as the H. A. B. Dunning Building, opened its doors for classes in Pharmacognosy and Pharmacy Administration January 6. The Department of Pharmacy transferred into the building, located at 636 West Lombard Street, Baltimore, between semesters and held its first classes in the new building on February 10. The Departments of Physiology and Zoology and the Department of Pharmacology moved into the building during the summer vacation period and will be ready to offer classes in the beginning of the 1958-59 fall semester.

The new structure, 110 by 100 feet, of reinforced concrete with brick facing and limestone and granite trim, consists of a basement and two floors. The basement provides adequate area for the teaching of manufacturing pharmacy, locker rooms for students, a temporary snack bar, a temporary bookstore, and an air-conditioned lecture room. The first floor accommodates the administrative offices, space for a model drug store, two pharmacy teaching laboratories and a stock room, laboratory for pharmaceutical research, individual offices for the staff members, and a small museum.

Expanded Facilities

The second floor provides a teaching laboratory, a stock room, research laboratory, and individual offices for the respective Departments of Pharmacognosy, Pharmacology, Physiology and Zoology. Each teaching laboratory will accommodate 40 students per laboratory section.

New laboratory desks and tables have been placed in the Department of Pharmacology and Department of Physiology and Zoology. Although some new laboratory desks and tables have been added to the Departments of Pharmacognosy and Pharmacy, most of the furniture used in the old building has been refinished and installed in the new building.

The building has been so constructed that it will accommodate three additional floors to provide facilities for the departments still remaining at 32 South Greene Street and for future expansion.

Model Pharmacy

A model pharmacy will be installed on the first floor of the new building, modernly equipped and completely stocked. Although it will not serve the public, it will be supervised by the School of Pharmacy under its Department of Business Administration to acquaint the Pharmacy student with the practical methods of modern retail operation, encompassing every department of the pharmacy.

Dedication

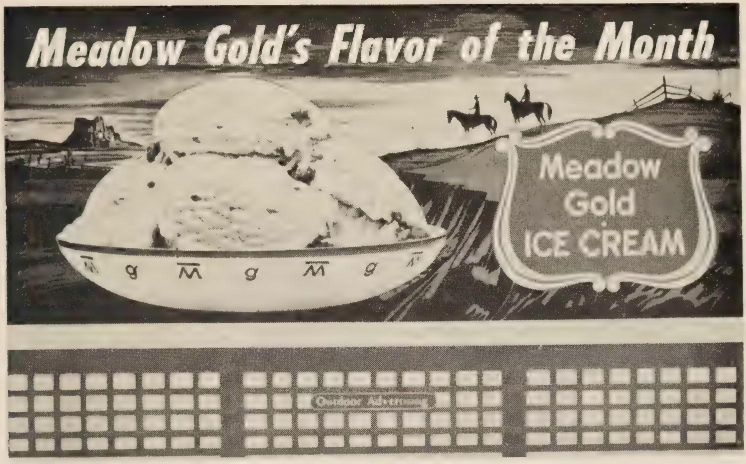
The dedication of the new Pharmacy building, named for Dr. H. A. B. Dunning, is scheduled for December 4, 1958. Plans are now being made for appropriate dedication ceremonies.

U. OF M. BALTIMORE PUBLIC RELATIONS

The appointment of Miss Elizabeth Wilson, former editor and science writer for several national publications, as public relations assistant at the University of Maryland Baltimore professional schools was announced by Robert J. McCartney, director of university relations.

Miss Wilson will handle newswriting assignments for University Hospital and the five professional schools on the university's Baltimore campus.

The university relations office is located in the School of Nursing Building at 624 W. Lombard Street.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. CONTRIBUTIONS .

EMULSIFIED OINTMENT BASES

by B. F. Allen*

The emulsified ointment bases are usually white and creamlike in appearance. They create a sensation of coolness when applied to the skin. This is due to the slow evaporation of water from the emulsion. The evaporation, in turn, permits the escape of heat from the skin surface. The absorptive power of these bases permits the taking up of dermal excretory and secretory products. This property is especially valuable where irritable and purulent fluids are elaborated. The older, more greasy ointments had a tendency to cause congestion of the skin with subsequent irritation. This discomfort was produced by retarded drainage and restricted evaporation of these excretory products. Thus, the older vehicles encouraged heat retention which contributed to the discomfort.

There are two principal types of emulsified ointment bases: (1) those which are oil-in-water emulsions; and (2) those which are water-in-oil emulsions. The oil-in-water type, which is also known as a washable or hydrophilic base, has many advantages over most of the other bases. It is easily removed from the epidermal surfaces by application of water or by simple wiping. The emulsified ointment bases are subject to mold growth making the addition of preservatives necessary. The water content of these bases must be protected by proper closure of the container and the addition of a humectant. Also, these prepartions when used alone, serve as simple emollients and protective agents.

When using these bases, the prescriptions should be prepared in a mortar, thus reducing the surface area of *base* exposed to the air. This procedure will prevent water loss and change in concentration of the active ingredient in the finished prescription. Extensive water loss will also tend to destroy the physical appearance of the base, a dry grainy product resulting.

Hydrophilic Ointment, U.S.P. XV is an oil-in-water emulsion and, like most bases of this type, contains preservatives (methyl and propyl p-hydroxybenzoate) for protection against mold growth. The external phase of this base is aqueous, and, therefore, the protection against water loss from evaporation on exposure to air is important.

The usefulness of an emulsified ointment base such as Hydrophilic Ointment, U.S.P. is shown when a 1-6 dilution with water produces a satisfactory lotion vehicle. The latter contains approximately 90 percent of water and retains all of the advantages attributed to the original ointment, except that it is now a liquid. This so-called "Hydrophilic Lotion" can be used to suspend commonly prescribed dermatological medicaments like calamine, neocalamine, zinc oxide, etc.

Within the past decade the chemical and pharmaceutical industries have made available a large number of products, surface-acting agents, synthetic waxes, fatty alcohols, sulfonated oils, hydrophilic agents, which have made possible the formulation of ointment bases of the aforementioned type. However, in the progress toward the manufacture of "cosmetically elegant" ointments, skin irritation has been attributed to some of these new ingredients. As an example, the original Hydrophilic Ointment formula contained sodium lauryl sulfate, and was later replaced by polyoxyl 40 stearate (MYRJ 52†) for this reason. Also, another disadvantage which was considered possible was that the anionic sodium lauryl sulfate might be incompatible

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*Associate Professor of Pharmacy, School of Pharmacy, University of Maryland.

†Product of Atlas Powder Co., Wilmington, Del.

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Prescriptions ℞

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with cationic medicaments. It can readily be shown that sodium lauryl sulfate will precipitate a number of positively charged substances. Whether this is of any real importance in the clinical use of an ointment has not been demonstrated.

There are a great number of cosmetic creams available which can be classified as, or are very similar, to, emulsified ointment bases. The following are same of these products: Cold Cream, Cleansing Cream, Emollient Cream, Foundation Cream, and Vanishing Cream. Of the above mentioned preparations, cold cream and vanishing cream have very often appeared as prescription ingredients. The latter two creams are often alkaline in reaction and when prescribed with an acidic substance such as salicylic acid, an incompatibility results. Therefore, a non-alkaline type of cold cream or vanishing cream must be selected for compounding the prescription.

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Volume 17 SEPTEMBER, 1958 No. 3

SEPTEMBER MEETING

President Muth raised the curtain on his administration at the Park Plaza Hotel on Saturday, September 6. To say that it was a good start would be the understatement to end all understatements. It was a tremendous beginning and should be indicative of what lies ahead.

There were 53 members and friends in attendance and it sure was good to see old friends of TAMPA, such as Gordon Phillips, enjoying a reunion with the boys. It was also good, and encouraging to see the newer friends of TAMPA supporting the administration. Fellows like Al Callahan, Mike Schenk, Emil Brandon, Carl Sieger to name just a few.

Everyone enjoyed reliving the highlites of the 1957 Colts Football Season through the courtesy of Frank Hennessy and the National Brewing Company. Bernie Ulman, Jr. gave a short discourse on the important changes in the football rules covering college games for 1958. It was certainly enlightening and interesting and, after listening to Bernie, it was easy to understand why he is receiving more and more recognition as one of the outstanding football officials in the East.

Allen Smith was the lucky winner of a Schick Electric Razor drawn as a door prize. Next time it might be YOU. All you have to do to qualify is come to the luncheons. There will be a valuable prize awarded at each affair.

Congratulations and a hearty endorsement to the newly formed Greeting Committee of Don Spedden, Lou Levy, and Larry Rorapaugh. They did an outstanding job and saw to it that everyone felt right at home. Poor Don shook so many hands and patted so many backs that he had to keep his right arm in a sling the balance of the day.

A good time was had by all. If you doubt it, come out to the next one and be convinced. If you don't doubt it, come on out, and join in the fun.

OCTOBER MEETING

The October Luncheon Meeting was held at the Park Plaza on Saturday the 4th, and once again excellent attendance was achieved. In fact, the exact number (53) attended both the September and October meetings. If you have missed any of the new Administration's Meetings, you have a pleasant surprise in store. Make every effort to join us at the next one.

It was World Series (3rd game) day, and the luncheon and meeting were conducted rapidly so that full attention could be focused on the TV set furnished for the occasion. We are certain all the Yankee fans went home happy. At this point, all the Milwaukee fans were happy because they were up on the Yankees, two games to one.

Ed Kabernagel wasted no time bringing his new associates to a TAMPA Luncheon. Jake Embry and Jim Curran were Ed's guests. Several "TAMPAN'S", who we see all too infrequently, were with us. We are always happy to see Ray Yingling, Al Tuvin, Herman Praetorius, and Alex Mayer. Keep it up fellows.

The lucky winners of a pair of colt football tickets were Jim Fagan, and Norris Busick. Larry Rorapaugh, the lucky stiff, won a record album donated by WITH.

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WHEN — Friday evening — November 7th.

HOW LONG — From 9 P.M. to 1 A.M.

DRESS — Optional — but you must.

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MUSIC — A very fine orchestra will be waiting to play your favorite song.

PLEASE — Don't hesitate to bring your friends—make up a party. We'll see you there.

-: NEWS ITEMS :-

INTERPROFESSIONL SURVEY

1226 physicians and pharmacists answer questions on 4 interprofessional problems.

A new survey gives views of physicians and pharmacists on interprofessional problems. The opinions are reported in the August issue of the American Pharmaceutical Association Journal in a study made by Dr. Douglas Johnson of the Southern College of Pharmacy, Atlanta and Dr. M. A. Chambers of The Wm. S. Merrell Company, Cincinnati.

47% of the physicians and 29% of the pharmacists showed their interest in solving interprofessional problems by answering questions in four basic categories: cost of medication and medical care; prescription writing; pharmacy information service; and general professional relations.

According to the 969 physicians and 357 pharmacists, improvments most needed between the professions are:

1. Physicians should write more complete prescriptions, especially regarding refill information.
2. Physicians should be advised of the legal restrictions on drug sales.
3. Pharmacists need to eliminate unethical and illegal dispensing practices, and physicians should strive for fair sample distribution.
4. Physicians and pharmacists should work together to supply appropriate medical information to the public so that undesirable situations do not occur.
5. Pharmacists need to work out a convenient emergency service program to serve the needs of their community.

Doctors and pharmacists, working together, can improve these relationships. Once their problems have been defined, they can initiate proper educational programs. Better relationships can be obtained if each attempts to understand and appreciate the problems of the other, stated the survey team of Johnson and Chambers.

THE BEST BARGAIN IN HISTORY

Thanks to revolutionary changes in the treatment of disease during the last twenty years, 3,000,000 people in the United States alone are alive today who otherwise would have died.

For those 3,000,000, suggests the Health News Institute, "the cost of living" is less important than "the cost of being alive." Just what has been that cost?

The most revolutionary change in therapy, certainly, has been the discovery, development and universal distribution of the antibiotics, of which penicillin was the first and is still the most widely used.

During the years in which the cost of living index has risen like a foolproof moon missile, what has happened to the price of penicillin? The revealing facts are brought to light in a study of antibiotic drugs just issued by The Federal Trade Commission.

On February 1, 1943, says the report, when it was finally certain on a basis of clinical tests that penicillin was superior to anything ever known before in a wide range of infections, the price was $200 per million units (about three doses).

"By 1955, the published price of penicillin charged by the retailer had fallen to about 60 cents per million units," says the Commission, "as compared with the original price of $200 per million units paid by the Government in 1943 for the very small quantities of penicillin then available."

What more proof is needed that the new tools of medicine are front-running candidates for nomination as the biggest bargains in history?

You Are Cordially Invited

to Attend

THE ANNUAL FROLIC

of the

University of Maryland, School of Pharmacy

ALUMNI ASSOCIATION

to be held at the

STRAUS AUDITORIUM

7401 Park Heights Avenue

Thursday evening, November 6, 1958

8:30 P.M.

Entertainment Will Be Provided By the
Student Body of the School of Pharmacy

Dancing — Refreshments — Prizes

All Pharmacists and Their Friends Are Welcome

Spend a Pleasant Evening Renewing Friendships and
Meeting the Future Pharmacists of Maryland

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Vitamin sales more than tripled last year!

"You never realize how much vitamin sales can be boosted until you Fight Back! We took a few simple steps and our sales more than *tripled* last year – and we expect to do it again this year!

"This is what we did:

- Grouped all vitamins in one powerful display unit.
- Made sure they were the best available (from reputable houses like Squibb).
- Advertised consistently – to regular customers and to the general public.
- Made full use of sales literature.
- Picked up good selling knowledge from the free Squibb vitamin training course.

"We're convinced there's nothing wrong with drugstore vitamin business that fighting back won't fix."

Henry A. King

HENRY A. KING
Drug Store

PRESIDENT'S MESSAGE
BALTIMORE METROPOLITAN PHARMACEUTICAL ASSOCIATION

Dear Fellow Pharmacists:

The Fall season of the Association started out with a bang. The Sixth Annual Drug and Gift Show at the Emerson Hotel, September 9, 10 and 11, was a huge success for both exhibitor and retailer. It was the best Show ever held by the B.M.P.A.

I will not go into detail here because a report is written up elsewhere in this Journal. However, I would like to take this opportunity to thank each and every exhibitor for their enthusiastic support of the Show.

I want to thank the pharmacists and their personnel for their cooperation in visiting the Show and placing orders while there.

I would indeed be remiss if I did not express my appreciation to Irv Cohen and his hard working committee for making the Show click. The same goes for our efficient office staff.

The latter part of September, it was my privilege to attend the N.A.R.D. Convention in Philadelphia. I am proud to say that our Association was well represented by a large delegation from the greater Baltimore area.

The program of the Convention was devoted primarily to two important problems. One was Fair Trade and the other was better merchandising for Pharmacy. Secretary Dargavel called for an all out effort for Fair Trade and stated that the N.A.R.D. could not do it alone. It needed the concerted effort of all retailers in and out of Pharmacy.

Top speakers encouraged the Convention to take an active part in protecting the rights of pharmacy and small business generally. Excellent presentations were made. Let's carry out the programs presented.

As usual, National Pharmacy Week was well observed in Baltimore. Many fine exhibits were displayed in windows and public buildings, backed up by a terrific paid advertisement in the Baltimore Evening Sun on Pharmacy Week and the services of the neighborhood pharmacist. The Baltimore Metropolitan Pharmaceutical Association paid for the space in the Sun. Mickey Friedman and Aaron Libowitz headed the local committee. Send in your photographs so that you will be eligible for the Baltimore, Maryland and National prizes.

Sincerely,

ALEXANDER J. OGRINZ, JR.
President

EMERGENCY IDENTIFICATION CARD

An "emergency" identification card for the protection of patients on long-term anticoagulant therapy is now available to physicians from the Heart Association of Maryland and its chapters.

The card, designed as a wallet insert, was developed as a result of requests from physicians seeking to protect their patients on anticoagulants in case of accident, dental surgery or other treatment that may induce bleeding. It points out that the bearer "is being treated with anticoagulants which slow down clotting of the blood." In case of emergency—bleeding, injury or illness—the

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your customers, not you,
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card advises that a doctor be called, since the patient may require an antidote.

The card contains space for the name, address and phone number of the individual's physician. There is also space to indicate the kind of anticoagulant prescribed and the patient's blood type. The card was designed with the approval of the Committee on Prothrombin Determinations of the American Heart Association.

In addition to making the anticoagulant identification card available to physicians, the Heart Association also is calling it to the attention of dentists, hospital emergency room personnel, nurses, police and other who most commonly handle emergencies.

Physicians may obtain samples of the identification card from their local Heart Association or from the Heart Association of Maryland at 1140 Mondawmin Concourse, Baltimore 15, Maryland.

PHARMACY CHANGES

The following are changes in pharmacies for August, 1958.

Pharmacies Opened

McClean Drugs, Inc., Melvin Kitt, Secretary, 2335 Northern Parkway; Rock Hall Pharmacy, James T. Geraghty, Main Street, Rock Hall; Read Drug & Chemical Co., 242 Harundale Shopping Center, Glen Burnie.

Pharmacies Closed

Frankford Pharmacy, Inc., William J. Heer, Pres., 5319 Belair Road, Baltimore 6.

Change of Ownership

Guilford Pharmacy, Inc., Norman Schenker, Pres., 2801 Guilford Avenue, Balto. 18 (former owner: Henry P. Zetlin); Greenmount Pharmacy, Harry Glick, 628 E. Eager St., Balto. 2 (former owner: Isadore A. Goldstein); Westside Pharmacy, Arthur N. Spano, Prop., Green & Water Streets, Cumberland (former owner: F. C. Knepper).

The following are change in pharmacies in this State for September:

Pharmacies Opened

Peoples Service Drug Stores, Inc.
10233 Old Georgetown Road
Bethesda, Maryland
Peoples Service Drug Stores, Inc.
1603 East Montgomery Avenue
Rockville, Maryland
Edgewood Drug Center
David Newman & Simon Schwartz, Proprietors
Edgewood, Maryland
Sun Ray Drug Company
Westview Shopping Center
5708 Baltimore National Pike
Baltimore 28, Maryland
Milio Pharmacy,
Frank Remo Milio, Proprietor
2620 East Monument Street
Baltimore 5, Maryland
Standard Drug Company, Inc.
Leo Rosenthal, President
1500 University Blvd., East
Hyattsville, Maryland

Changed to Corporation:

Callow Pharmacy, Inc.
Manuel Miller, President
2325 Callow Avenue
Baltimore 17, Maryland

Change of Address:

Peoples Service Drug Stores, Inc.
1 West Washington Street
Hagerstown, Maryland
(Formerly—17 West Washington St.)

Closed Pharmacies:

Mrs. Lily G. Freiman
Freiman's Orleans Pharmacy
1938 Orleans Street
Baltimore 31, Maryland
Family Prescription Center
Melvin Sindler, Proprietor
5459 Annapolis Road
Cheverly, Maryland

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Johnson's BABY POWDER Johnson & Johnson
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The most trusted name in surgical dressings and baby products

AMERICAN PHARMACEUTICAL ASSOCIATION ANNOUNCES OFFICERS ELECTED TO SERVE IN 1959-60

Officers of the American Pharmaceutical Association are elected by a mail ballot participated in by all members in good standing. The voters are counted by a Board of Canvassers appointed by the President, and the results are certified to the Secretary in due course.

The Board of Canvassers met on September 5 and 6, 1958, at Washington, D. C. to count the votes cast in the election of officers for installation at the 1959 convention. The Board of Canvassers included Harry C. Zeisig, Chairman, Noel E. Foss and James O. Hubbard, Jr. They were assisted by L. M. Kantner and F. S. Balassone.

The following officers were elected and will be installed at the annual convention in Cincinnati, Ohio, the week of April 19, 1959:

President-elect Howard C. Newton, of Boston, Massachusetts; pharmaceutical educator and dean.

First Vice-President-elect Leo F. Godley, of Ft. Worth, Texas; hospital pharmacist.

Second Vice-President-elect Paul W. Wilcox, of West Point, Pennsylvania; research pharmacist.

Members-elect of the Council for a term of three years:

George F. Archambault, of Washington, D. C.; United States Public Health Service, Pharmacy Branch Chief.

Robert P. Fischelis, of Washington, D. C.; retiring Secretary of the American Pharmaceutical Association.

Leroy A. Weidle, Jr., of St. Louis, Missouri; practicing pharmacist.

* * *

The present officers of the American Pharmaceutical Association, elected by mail ballot, who will continue to function through the Cincinnati convention, April 19-25, 1959, are:

President—Louis J. Fischl, Oakland, California.

First Vice-President—Stephen Wilson, Detroit, Michigan.

Second Vice-President—Howell R. Jordan, Austin, Texas.

The Honorary President is elected by the House of Delegates annually, and the Secretary and the Treasurer are elected triennially by the House of Delegates.

DO YOU NEED HELP?

The Division of Vocational Education, through its Coordination Program, has for many years filled the need of local employers in search of young workers.

The above program is structured so as to permit a team of two boys or girls to alternate every two weeks between work and school. This arrangement provides a continuous work force for the employer and the opportunity for the youngsters to continue their education while becoming familiar with job responsibilities.

Many of your colleagues in the retail drug business have found this program most satisfactory both as employers and as civic minded citizens.

If interested in availing yourself of this service, kindly contact Mrs. Mary W. Corby, HO. 7-4000, Ext. 376 or Mr. Walker Shields, HO. 7-4000, Ext. 407.

L.A.M.P.A. COMMITTEES

1958-59

Entertainment

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Mrs. Samuel I. Raichlen, Co-Chairman
Mrs. George S. Teass
Mrs. Norman J. Levin
Mrs. Albert Hendler
Mrs. Louis Levy
Mrs. Frank L. Swiss
Mrs. Jack Frieman

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Mrs. Charles S. Austin
Mrs. Henry H. Goldscheider
Mrs. C. Edward Pfeifer
Mrs. Joseph Cohen

Publicity

Mrs. Anthony G. Padussis

Historian

Mrs. Frank Block

LAMPA's Greater University Fund

Mrs. Frank Block

GILPIN TO OPEN NEW DIVISION

An "automated" warehouse which promises to set a pattern for future buildings in its class will be erected by The Henry B. Gilpin Company on the outskirts of Dover, Delaware for service in the fall of 1959.

Plans to build the $400,000 building, which will stock more than 25,000 different types of drug store products, were made public by James E. Allen, president of Gilpin, one of the nation's largest wholesale drug firms with offices in Washington, D. C.; Baltimore, Md.; and Norfolk, Va.

When completed, the new warehouse will supply hundreds of pharmacies throughout Gilpin's Eastern Shore territory, comprising 14 counties of Delaware, Maryland and Virginia.

"Since 1845," Mr. Allen explained, "our company has been supplying drugs and sundries to pharmacists throughout the Delmarva region. As they grow and prosper, so do we."

The "automated" warehouse will contain over a quarter-mile of conveyor belts carrying everything from individual slips of paper to large cartons of merchandise. The company plans to invest almost $80,000 in conveyors and other special equipment in the warehouse. "Univac" machines will electronically address invoices, add up charges, subtract discounts, note bonuses and even check all calculations to assure complete accuracy.

At one stage of this electronic bookkeeping, one of the "Univac" machines can process eight orders a minute, itemizing more than 500 items.

An estimated 50 persons, most of them from the Eastern Shore area, will be employed in the 40,000 square foot building, which will contain, in addition to the warehouse, an employees' lounge, offices, as well as a display room and conference room for visiting pharmacists.

The entire building will be supervised from one centrally-located, glass-walled office.

From this vantage point, Division Manager Roy H. Shumway will be able to observe every section of the warehouse, all offices, and every entrance and exit. Should any bottleneck develop in the processing of pharmacists' orders, Shumway will be able to spot it immediately, and correct it quickly. Shumway is currently pharmaceutical buyer at Gilpin's Baltimore Division, and is beginning now to prepare for his new responsibilities.

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Individual trays 39¢

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THE DIABETES STORY

Diabetes mellitus, the eighth leading cause of death in this country, is the "only major cause of death in which female mortality exceeds male mortality."

This fact is revealed in the current issue of "Patterns of Disease," prepared by Parke, Davis & Company for the medical profession.

The high mortality toll exacted by the disease is graphically described in the publication. Among children and young adults the death rate of diabetics is five to ten times higher than the death rate of non-diabetics, and among middle-aged and elderly persons this ratio is at least two to one.

The death risk for women is almost 40% greater than that for men, "Patterns" reports. Chances at birth that a man will die of diabetes before reaching the age of 65 are 3.8 per 1,000. For a woman, this figure is 5.2.

Marital status, too, plays a role, "Patterns" discloses. Prior to the age of 45, the death rate in diabetes is higher for single women than for married women, but after this age, the position is reversed. Among men, the death rate from diabetes is greater for the unmarried until the age of 70.

The publication further reveals that one out of every 80 Americans is diabetic. In addition to a million diabetics, there is another million undiagnosed diabetics.

('Patterns" stresses the importance of detection drives in creating awareness of diabetes as a public health problem and discovering the unknown diabetic. A survey of more than 70 per cent of the population of a New England town revealed three "hidden" diabetics for every four persons known to have the disease.

The "Hidden" Diabetic

What are the characteristics of the "hidden" diabetic? Weight, heredity, and age are all implicated by the publication. Approximately 40 per cent of persons who have positive diabetes screening tests are overweight; 44.5 per cent have positive family heredity of diabetes, and 62 per cent are over 40 years of age.

In general, "surprisingly little is known about the cause of diabetes, but several factors have been identified." according to "Patterns." Obesity exists in 50 per cent of diabetics, a family history of diabetes in 42 per cent, and both obesity and a family history in 22 per cent.

What are some of the symptoms of diabetes? General weaknes or tiredness and a sore, abscess, infection or slow-healing wound are among the most frequently reported symptoms causing a visit to a doctor's office and leading to a diagnosis of diabetes, "Patterns" reports. Other symptoms include itching, weight loss, and excessive thirst.

The onset of diabetes is sudden and dramatic in the young according to "Patterns." It may be accompanied by excessive eating and urination, and weight loss. However, in older persons glycosuria can be present for many years without other more dramatic clinical symptoms.

The disease is far commoner in older people than in the young, with 40 as the danger age at which concentration of new case findings of diabetes are begun, "Patterns" says. Among elderly persons. diabetes is a major disease.

The publication stresses that life expectancy in the diabetic has improved greatly because of the use of insulin, a better understanding of the disease mechanism and improved methods of treatment, but it is still shorter than that of the general population.

The leading cause of death among diabetics is heart disease which accounts for almost 50 per cent of all diabetic deaths. Vascular lesions of the central nervous system rank second.

The complications of the disease are also outlined in the publication. One comprehensive study showed that in diabetics who had survived from 20 to 24

LET 'EM SEE YOUR MERCHANDISE

It has been estimated by retail experts that at least 8 percent of all customer impressions are visual. Moreover, most of those impressions are received at eye level.

That fact indicates how important it is that you get as much of your store merchandise as possible out where it can be seen easily.

Hidden merchandise will never sell, no matter how good it is. Take it out of the lower shelves or from under the counter and put it out where it is "in the Public eye".

Remember, the average customer often can't be bothered asking you for an item he can't see. If he doesn't see it, he figures you probably haven't got it, and he's already decided to go down the street where he knows they have it because it's on display.

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years of the disease, eye damage was the leading single complaint, afflicting 82 per cent of victims, and hardening of the arteries was second, accounting for 73 per cent. Proteinuria is third and hypertension fourth. Other complications include uremia and gangrene.

Complications of Pregnancy

In pregnancy too, complications are far commoner among diabetics than among non-diabetics. For example, the incidence of congenital anomalies is about three times as high, prematurity four times, and stillbirths 12 times. Excessively large fetuses occur in 45 to 70 per cent of diabetic pregnancies and the incidence of spontaneous abortion is also greater than in non-diabetic pregnancies.

The publication also emphasizes prediabetes as current detection problem, particularly in pregnancy. If prediabetes is recognized before delivery, fetal loss may be reduced almost 90 per cent, it says. The incidence oversized babies, stillbirths, and neontal deaths may be higher from prediabetes, 15 to 20 years prior to the onset of diabetes, than in pregnancies of well-controlled diabetics.

The publication concludes by emphasizing the need for more funds for research into this major health problem. Although, since 1946, funds allotted to diabetes research by the federal government and other national granting agencies have increased almost 140-fold, only four per cent of metabolic research funds was allotted to diabetes research in 1956 and 1957, "Patterns" reports.

DIABETES DETECTION WEEK

The Baltimore Metropolitan Pharmaceutical Association and the Maryland Pharmaceutical Association has joined with the Medical and Chirurgical Faculty of Maryland to observe Diabetes Detection Week, November 16-22, 1958.

The combined Professional Relations Committees of the above Associations under Aaron M. Libowitz, Stephen J. Provenza and Dr. A. A. Silver as chairmen are planning an active campaign to detect and treat Diabetes.

Much publicity will be directed toward Diabetic Detection: Newspaper, Radio and Television will be used. The public will be urged to visit their neighborhood pharmacy to obtain a Clinistix Detection Kit.

Be prepared for this important public relations event. Put up an effective display of Diabetes supplies. Get a good supply of Clinistix Detection Kits.

"THE SHOW OF SHOWS"

6th Annual Drug & Gift Show

The Baltimore Metropolitan Pharmaceutical Association held its most successful show on September 9, 10 & 11 at the Emerson Hotel. All available space in the Main Ballroom, South Hall and Mezzanine was oversubscribed by the exhibitors. Approximately 1500 pharmacy proprietors, pharmacists, managers and allied personnel thronged the exhibition areas.

One of the main features was a Model Pharmacy, including soda fountain, which embraced modern fixtures and display techniques.

Prizes galore were awarded by the exhibitors and by the sponsoring organization—The Baltimore Metropolitan Pharmaceutical Association. The major prizes donated by the Association were won as follows:

$295.00 Philco Futurama TV Set—Philip Richman, Richman's Pharmacy, Annapolis

$89.50 Poloroid Land Camera—Herman H. Pinsky, Pines Pharmacy, Baltimore

$32.50 Eastman 8mm Movie Camera—David Newman, City Pharmacy, Havre de Grace

$35.00 Aluminum Foldaway Table (3)—Reuben Moxley, Knight & Andrews Pharmacy

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Norman J. Levin, Fields Pharmacy
Benjamin Yevzeroff, Chelsea Pharmacy

$24.50 Heavy Duty Car Sack—Raymond Sachs, Lexington Park

The Association also offered three $25.00 bags of silver dollars to be won by opening the Treasurer Chest with one of the lucky keys mailed to members. However, only two of the lucky holders came to try their keys. Better luck next time!

Both visitors and exhibitors were more than pleased with the show. Exhibitors have written the Association office expressing their satisfaction with the Show and already are inquiring about the 1959 Show.

The pharmacy retailers who did not attend the Show really missed one of the best opportunities to see the latest merchandise, fixtures, equipment and services that can be offered progressive, modern retailers.

A number of new firms were represented this year. The exhibitors provided many new merchandising techniques, services and new sales items which can result in a more profitable operation and greater service to pharmacy patrons.

Plans are already under way for the 1959 Show. An even greater Show can be arranged with the cooperation of B.M.P.A. members, if every member would contact the firms which they patronize to have them sign up for booths at the Show. The names of potential exhibitors may also be turned over to the Show Committee by calling the Association Office, SAratoga 7-0746.

The Drug & Merchandising Committee, headed by Irving I. Cohen, Chairman and Milton A. Friedman, Co-chairman, worked energetically for many weeks in soliciting exhibitors, planning publicity, prizes, etc. Secretary Joseph Cohen was the Show Manager, assisted by Nathan I. Gruz.

Show the firms that participated in the Show you appreciate their support of this important Association activity. Thank their representatives, send the firms a note of thanks, and above all, give them your special consideration and patronage.

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For fast-quality service at regular prices
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N.A.R.D. SUPPORTED PHARMACY WEEK

The National Association of Retail Druggists blanketed the country's radio and television stations with a series of National Pharmacy Week public service announcements pointing out the dangers of self-medication and the promiscuous use of non-prescription drugs and medicines.

Identical scripts, ranging from 10-seconds to one-minute, were sent to more than 4,000 radio stations and more than 500 TV outlets, according to the newly formed N.A.R.D. public education division.

A typical announcement read:

"This is National Pharmacy Week and the National Association of Retail

"Drug
Store
Action"

"DRUG STORE ACTION"
is WBAL and WBAL-TV's
POWERFUL COOPERATIVE
MERCHANDISING PLAN

2 PROGRAMS WEEKLY
WBAL radio every Friday
night 8:05 to 8:30 P.M.

WBAL-TV
Every Friday Afternoon
1:45 to 2:00 P.M.

"Drug Store Action" enlists the support of Maryland's 720 independently owned Drug Stores for approved products advertised on

WBAL and WBAL-TV
50,000 watts maximum power
dial 1090 Channel 11
NBC affiliates

Accepted By Pharmaceutical Profession Since 1890

MANHATTAN DRUG CO.
156-158 Tillary Street
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Manufacturers of
DRUG SPECIALITIES
Stearns and Patch Private Label Formulas
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Neo Hist Nasal Spray—Neo Hist Capsules & Tablets
Thriocain Lozenges—Nervtabs—Gum Jel

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Alhambra Apts—Lake Drive
Phone LA. 3-4624
Baltimore 17, Md.

H. R. (Hank) Bartos
Route #1
Montgomery Road
Ellicott City, Md.

Druggists reminds that when you buy a non-prescription drug or medicine, such as headache tablets or other pain relievers, laxatives or cough syrups—be sure to read all directions on the package or container.

"This information was placed there for your protection by federal law."

"Pay close attention to all instructions. Read carefully and obey all "Warnings" and "Cautions". Never exceed the recommended dosage.

"If in doubt about any instructions on the label, consult your pharmacist. He will be happy to explain them to you."

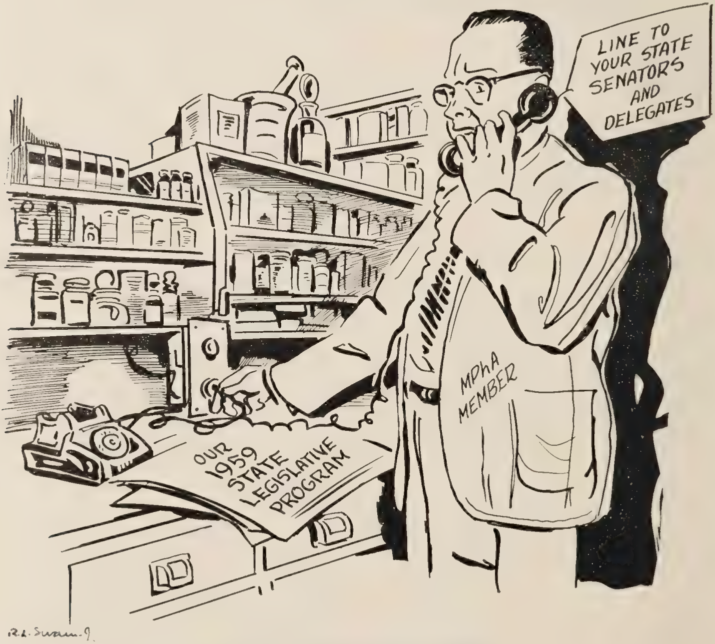
Another warned parents to keep all non-prescription drugs and medicines out of reach of pre-school age children.

"All drugs and medicines are deadly poison in the hands of a small child," the announcement cautioned. "Even the apparently safe and harmless aspirin tablets are poisonous to a child five years old or younger."

Purpose of the spots, according to N.A.R.D. secretary John W. Dargavel, is to counteract dangerous mis-information that has led many laymen to believe that these products are "safe" and "harmless."

"These products are all potentially harmful and should be handled with the same care as prescription drugs," he said.

The TV announcements were accompanied by an attractive studio card reading "Help Your Pharmacist Guard Your Health".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MPhA MEMBER
OUR 1959 STATE LEGISLATIVE PROGRAM
R.L. Swann

TIME TO PLUG IN THAT WIRE

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(OUR LAB. TECHNICIANS TRAINED AT ROCHESTER)

24 Hours
Black & White
Service

Paramount
PHOTO SERVICE

48 to 72 hours
Kodo Color
Service

PICK UP AND DELIVERY 6 DAYS A WEEK

Finer • Faster • Friendlier and More Profitable

To The Drug Trade Only

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BLUE RIBBON–DELUXE

SOLD IN DRUG STORES ONLY

3 for 50c Retail
1 Doz. for $1.50 Retail

No Change in Prices

Consumer accepted for 30 years

BLUE-RIBBON

AQUAPAC—The First and Best in rolled wet Skins

3 for $1.50 Retail
1 Doz. for $5.00 Retail

Consumer Appeal — No Change in Prices

AMERICAN HYGIENIC COMPANY

111 S. Paca Street — SAratoga 7-8328 — Baltimore 1, Md.

ARE YOU MISSING SOMETHING?

New forms of insurance coverage now available offer increased protection, simplicity of handling plus premium savings.

Our representative will call on you to discuss these new policies so that you may be sure your insurance program is up-to-date.

GREENE & ABRAHAMS CO., INC.
E. A. ROSSMANN, President
225 EAST REDWOOD STREET
BALTIMORE 2, MARYLAND

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Feature the candy that creates quick turnover and repeat business. Profit by the ever-growing demand for Schrafft's —recognized by candy-lovers everywhere as supreme in quality and flavor.

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& WAREHOUSE . . .

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EMERGENCY

**A NEW AND LARGER WAREHOUSE
MEANS
BETTER SERVICE TO THE PHARMACISTS
OF THE BALTIMORE AREA WITH A "LOEWY FIRST"
OUR EMERGENCY PRESCRIPTION SERVICE (E.P.S.)**

GUARANTEES

1. NO MORE LOST PRESCRIPTION SALES
2. ELIMINATES OVERSTOCKING
3. INCREASES YOUR PRESCRIPTION VOLUME

**DELIVERIES AT 12 NOON—3 P.M.—6 P.M.
IN ADDITION TO YOUR REGULAR DELIVERIES**

LOEWY DRUG CO., INC.
"Baltimore's Progressive Wholesaler"
**1120 NORTH CHESTER ST., BALTIMORE 13, MD.
DIckens 2-3610**

$1500 ESSAY CONTEST PRIZES OFFERED PHARMACY STUDENTS BY ROERIG

How to step up professional department profits? How to cut operating overhead? How to plan a budget? How to control delivery expenses?

Practical answers to these and other economic questions may be worth $100 to $750 to junior and senior students in accredited colleges of pharmacy, next year.

J. B. Roerig and Company, Division, Chas. Pfizer & Co., Inc., announced that $1,500 in cash awards await the winning entries in its second annual pharmaceutical economics essay contest.

First, second and third prizes ($250, $150, $100) will be awarded in each of two competition categories, junior and senior. The author of the better of the two first prize essays, will receive an additional $500 grand prize.

Entries must be submitted before March 1, 1959, and winners' names will be announced about May 1.

Grand prize in last year's Roerig essay contest was awarded to a junior student at the University of Washington College of Pharmacy in Seattle. Mrs. Venda Holt, mother of two high school children, told how an average drug store in an average town, "with the average problems created by a nearby supermarket" could win new prestige and patronage.

Rules of the contest are:

1. Junior and senior students enrolled in accredited colleges of pharmacy in the United States are eligible to participate.

2. Essays should be written on current problems in the field of pharmaceutical economics and/or they should deal specifically with practical plans for enhancing the economic status of pharmacy. Entrants are encouraged to choose their own topics.

3. Manuscripts should not exceed 2500 words; however, length will not in itself be a factor in determining excellence. Essays will be judged on the basis of literary quality and practicability of recommendations.

4. Manuscripts should be submitted in quadruplicate, typewritten and doublespaced.

5. Only one entry may be submitted by any student. Several students may serve as co-authors of an essay but only one prize will be awarded such an entry if selected as a winner. Manuscripts submitted in previous Roerig-sponsored contests are not eligible.

6. Essays should be clearly identified as to name and address of author, category of competition, and name of college being attend; this information should be placed on a separate sheet of paper attached to the first page of the manuscript. The identifying information is removed when manuscripts are coded and forwarded to the judges.

7. Entries should be mailed to J. B. Roerig and Company, c/o Pharmaceutical Economics Essay Contest, 800 Second Avenue, New York 17, New York. They must be postmarked no later than March 1, 1959, in order to qualify. Receipt of manuscripts will be acknowledged by letter.

8. Prize-winning essays become the property of J. B. Roerig and Company, and the authors agree that these may be submitted for publication in pharmaceutical journals, or used in any other manner; all other manuscripts will be returned to authors on written request. Contestants also agree not to permit publication of manuscripts before the names of winners are announced.

9. The decision of the judges shall be final. Persons employed by J. B. Roerig and Company or any of the other Divisions of Chas. Pfizer & Co., Inc., will not serve as judges.

10. The names of winners will be announced about May 1, 1959. Each contestant will be notified of the results of the contest.

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IMPROVED HEALTH STRENGTHENS FAMILIES, H.I.F. STUDY SHOWS

In contrast to high divorce rates and other disruptive forces in recent years, improved health standards have been a major stabilizing influence on marriage and the family, Health Information Foundation reported.

In its September statistical bulletin, *Progress in Health Services*, the Foundation pointed out that a much lower proportion of marriages is dissolved by death nowadays than 50 years ago. As a result, the average parent has a much greater chance of living to see his children grow up.

Widowhood has been largely postponed to a time when responsibility for minor children has ended, the Foundation said. Orphanhood has largely disappeared as a social problem. And recent medical advances give today's children a much better chance of reaching adulthood than their parents or grandparents had.

Although there are now almost 10 million widowed persons (threequarters of them women) in this country, the proportion of *young* widows and widowers is going down. In 1900, H.I.F. reported, widowed persons under the age of 45 constituted nearly one-quarter of all the widowed; by 1957 the proportion had dropped to about 6 per cent.

As widowhood has shifted to the older ages, the problem of orphanhood has greatly decreased. A typical child born today has only 25 chances in 1,000 of losing his mother before he reaches 18 and 57 chances of losing his father. The comparable figures in 1900 were 138 and 170. The chances of losing both parents have gone down from 23 to 1.4 per 1,000.

In fact, added the Foundation, the estimated number of orphans has actually dropped from 6.4 million in 1920 to 2.7 million in 1958—even though the child population has risen from 39 to 60 million in that time. Especially noteworthy was a 93 per cent decline in the number of children with both parents

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Robins products that are receiving
special promotion in your area
THIS MONTH

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☐ Extentabs 500's ☐ Elix. 1 Pt.

Donnatal®
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☐ Cap. 100's ☐ Cap 500's ☐ Cap 1000's
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Ambar®
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all Robins products at the same time
—and be prepared

A. H. ROBINS CO., INC., RICHMOND 20, VA.

dead. Fewer than one out of every thousand children today is a full orphan.

"In 1900," said George Bugbee, Foundation President, "more than a quarter of the children born in this country faced the prospect of becoming orphans by the time they reached 18. Many of us can interpret such a figure in terms of actual experience—in terms of the disruption of a child's emotional world, the added burden placed on surviving parents, and often the necessity of taking older children out of school to help support the family.

"Nor do we have to go that far back to measure the impact of illness on children. Persons still in their twenties can recall sieges they had as youngsters with rheumatic fever, mastoiditis, pneumonia, and scarlet fever . . . Now children grow up with little or no knowledge of mustard plasters, midnight crises, or long stays in bed. When they go to a doctor, their chief fear is often, 'Will I get a shot?'—and this apprehension can usually be eased by judicious application of a bright-colored adhesive bandage."

Mr. Bugbee noted that "we hear a lot these days about the tensions of growing up in this astounding age of scientific advances. But what about the other side of the picture—the added security that comes from growing up when good health is the rule rather than the exception?"

PATRONIZE

OUR ADVERTISERS

THEY ARE OUR FRIENDS

From September 17th through Christmas

Pepsi-Cola®

will have as many as **498,000,000** commercial radio "minutes". At a cost of approximately **$500,000**. Pepsi should "reach and influence" more than **100 million people.**

This campaign will mean many more Pepsi sales for you. Are you "stocked" for this increased demand?

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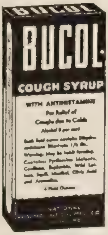
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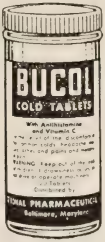
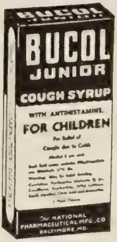
WITH ANTIHISTAMINE

FTM $ .98


BUCOL
COLD TABLETS
With Antihistamine and Vitamin C
NATIONAL PHARMACEUTICAL
Baltimore, Maryland

FTM $ .89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BUCOL
JUNIOR
COUGH SYRUP
WITH ANTIHISTAMINE
FOR CHILDREN
The NATIONAL PHARMACEUTICAL MFG. CO
BALTIMORE, MD.

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WE HAVE ADDED BUCOL COLD TABLETS
WITH ANTIHISTAMINE
TO THE BEST COUGH SYRUP TWINS
ON THE MARKET!

THE NATIONAL PHARMACEUTICAL MFG. CO.
BALTIMORE 2, MARYLAND

"If it's for your Soda Fountain—we have it"

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BLACKMAN'S FRUITS & SYRUPS

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Elsie is a **powerful** saleswoman, and works wonders in increasing ice cream sales. May WE tell YOU what she can do for YOU?

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ICE CREAM
ORleans 5-0171

FIRST AID for throat irritations

THANTIS Lozenges, the original anesthetic, antiseptic throat lozenge, is still *the leader in its field.*

THANTIS gives better relief than its many imitations because it contains Saligenin, a mild, non-irritating local anesthetic which relieves soreness.

THANTIS contains Merodicein, a highly effective, long-lasting antiseptic which combats infection.

THANTIS does not contain an antibiotic and cannot cause unpleasant side reactions in the mouth.

THANTIS has been a household word for twenty-eight years and its effectiveness and safety are backed by extensive clinical and lay use over this period.

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Thantis LOZENGES
For Throat Irritations
12 TUBES

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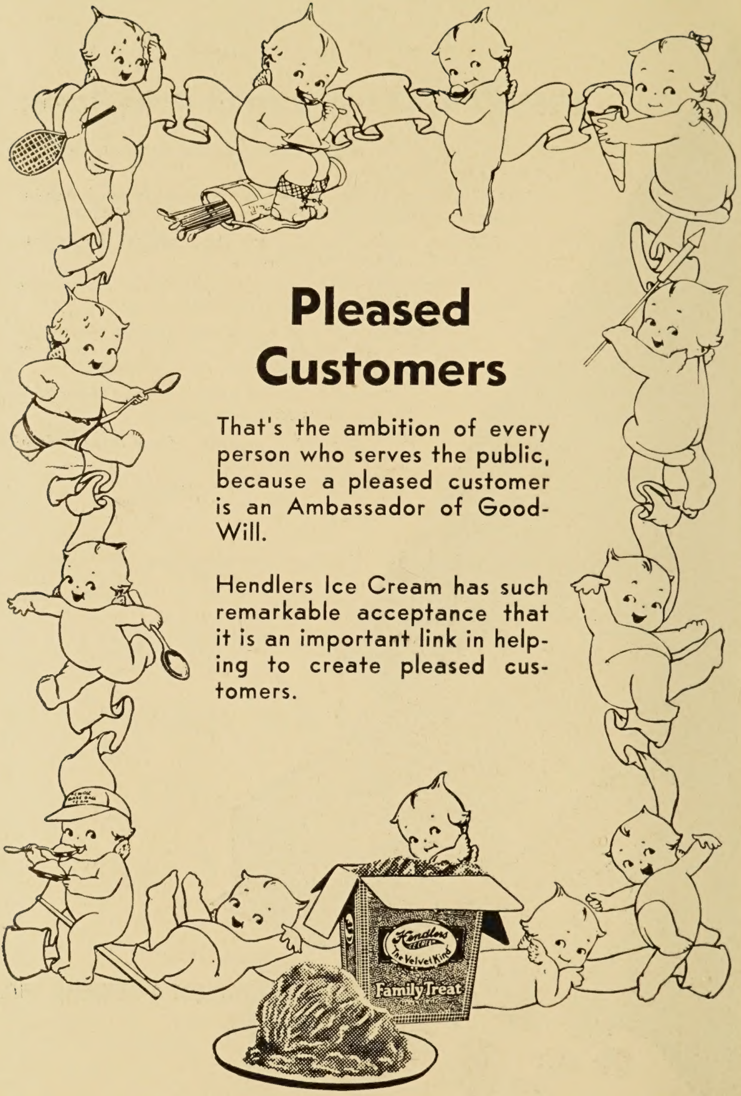
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